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The College Placement Council
62 Highland Avenue / Bethlehem, PA 18017

# CPC Salary Survey

A study of 1987-1988 beginning offers / January 1988

It is no longer news that the U.S. economy is undergoing fundamental changes that are restructuring corporate America and the job market. To better reflect today's employment picture for college graduates, the *Salary Survey* has been expanded this year. Specifically, a number of new employer and curriculum categories have been added.

Because this year's *Salary Survey* contains so many new categories, direct comparison with last year's data is difficult. However, this first report of the 1987-88 season indicates that college recruiting is generally holding firm. For most disciplines where historic data are available, job and salary offers are up. A few disciplines show slight decreases.

Accounting graduates are off to a strong start. The average monthly salary offer rose 7.5 percent since July to $1,948. Graduates in banking and finance, a new business category, received offers of $1,417 to $2,167 monthly, with an average of $1,838. Also broken out for the first time in this report, human resources majors drew offers of $1,233 to $1,910 a month, averaging $1,607. Likewise, graduates in institutional management, which includes hotel/motel and restaurant management, reported offers ranging from $1,250 to $1,833 monthly, with an average of $1,586.

Another new section in the report covers communications disciplines. Dollar offers to advertising majors ranged from $1,167 to $2,025 and averaged $1,548 monthly. Journalism graduates attracted similar offers—$1,040 to $2,000 a month, with an average of $1,552.

Petroleum engineers appear to be recovering from last year's salary setbacks. The average monthly offer to these graduates climbed 8.5 percent since last July to $2,786--the highest dollar average of all curricula.

Mechanical engineers also garnered higher dollar offers than last year. The monthly average for this group was $2,428—a 2.9 percent increase over July's figure. Similarly, electrical engineers drew slightly higher salary offers, averaging $2,425 a month.

Allied health graduates received offers ranging from $1,620 to $2,667 monthly, with an average of $2,044. Salary offers to nursing majors were about the same, falling between $1,667 and $2,375 and averaging $2,037 a month.

Public accounting employers extended the most job offers to nontechnical bachelor's-degree graduates. Their average dollar offer to these graduates was $1,979 monthly. The aerospace industry continued to provide the greatest concentration of job offers to technical graduates, at an average monthly pay of $2,447. The highest average salary—$2,789 a month—was offered by petroleum and allied products employers to petroleum engineers.

Despite the concerns of placement directors and students, recruiting of MBA graduates has not yet been greatly affected by the October 19 stock market crash. The number of job offers to MBA's appears to be holding at the same level as last year.

The CPC *Salary Survey* January report covers the period from September 1, 1987, to January 4, 1988. The data include offers extended to students graduating between September 1, 1987, and August 31, 1988. There are 186 placement offices at 153 colleges and universities participating in the *Salary Survey*. Additional copies of this report are available to CPC members and subscribers for $1.50 each.

***Dawn Gulick***
Statistical Services Specialist

## SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

The study surveys a fairly consistent population which includes 186 placement offices at 153 colleges and universities throughout the United States. Offers are reported from employing organizations in business, industry, government, and nonprofit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

The *Survey* is available only to members and *Salary Survey* subscribers of the College Placement Council and is intended for the professional use of its constituents. Reports are issued in January, March, July and September.

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## Bachelor's Degree Candidates

(Data Combined for Men and Women)

| By Curriculum For All Types of Employers | Number of Offers | | Average $ Offers | | Percent Change in $ Offers from July 1987 | Percentiles | | |
|---|---|---|---|---|---|---|---|---|
| | January 1988 | January 1987 | January 1988 | July 1987 | | 90th | 50th | 10th |
| **Business** | | | | | | | | |
| Accounting | 1,344 | 1,067 | $1,948 | $1,812 | 7.5% | $2,207 | $1,958 | $1,666 |
| Banking & Finance | 214 | N/A | 1,838 | N/A | N/A | 2,167 | 1,875 | 1,417 |
| Business Administration | 310 | 364 | 1,683 | 1,701 | -1.1 | 2,166 | 1,625 | 1,300 |
| Human Resources (incl. Labor/Industrial Relations | 29 | N/A | 1,607 | N/A | N/A | 1,910 | 1,603 | 1,233 |
| Institutional Management | 47 | N/A | 1,586 | N/A | N/A | 1,833 | 1,583 | 1,250 |
| Management Information Systems | 102 | 102 | 2,049 | 1,979 | 3.6 | 2,360 | 2,099 | 1,542 |
| Marketing & Distribution | 375 | 305 | 1,731 | 1,697 | 2.0 | 2,166 | 1,708 | 1,250 |
| **Humanities & Social Sciences** | | | | | | | | |
| Economics[1] | 57 | 65 | 1,724 | 1,970 | -12.5 | 2,083 | 1,750 | 1,333 |
| Letters (incl. English, Lit., etc.) | 19 | N/A | 1,490 | N/A | N/A | * | * | * |
| Humanities - All Other | 48 | N/A | 1,459 | N/A | N/A | 1,750 | 1,523 | 1,000 |
| Criminal Justice | 18 | N/A | 1,652 | N/A | N/A | * | * | * |
| History | 3 | N/A | 2,208 | N/A | N/A | * | * | * |
| Psychology | 39 | N/A | 1,519 | N/A | N/A | 2,083 | 1,500 | 1,083 |
| Social Sciences - All Other | 56 | N/A | 1,594 | N/A | N/A | 2,167 | 1,500 | 1,167 |
| **Communications** | | | | | | | | |
| Advertising | 20 | N/A | 1,548 | N/A | N/A | 2,025 | 1,408 | 1,167 |
| Communications | 58 | N/A | 1,567 | N/A | N/A | 2,000 | 1,523 | 1,167 |
| Journalism | 36 | N/A | 1,552 | N/A | N/A | 2,000 | 1,567 | 1,040 |
| Technical Writing | 1 | N/A | 2,333 | N/A | N/A | * | * | * |
| **Engineering** | | | | | | | | |
| Aerospace & Aeronautical | 92 | 60 | 2,333 | 2,343 | -0.4 | 2,600 | 2,396 | 1,989 |
| Agricultural | 9 | N/A | 2,278 | N/A | N/A | * | * | * |
| Biomedical & Bioengineering | 2 | N/A | 2,463 | N/A | N/A | * | * | * |
| Chemical | 133 | 106 | 2,515 | 2,487 | 1.1 | 2,708 | 2,550 | 2,250 |
| Civil (incl. Construction, Sanitary, & Transportation Engrg.) | 177 | 148 | 2,041 | 2,037 | 0.2 | 2,448 | 1,989 | 1,781 |
| Electrical (incl. Computer Engrg.) | 802 | 686 | 2,425 | 2,410 | 0.6 | 2,652 | 2,497 | 2,000 |
| Geological | 6 | 4 | 2,204 | 1,973 | * | * | * | * |
| Industrial | 124 | 110 | 2,345 | 2,285 | 2.6 | 2,570 | 2,375 | 2,042 |
| Mechanical | 453 | 402 | 2,428 | 2,359 | 2.9 | 2,663 | 2,465 | 2,083 |
| Metallurgical (incl. Metallurgy & Ceramic Engrg.) | 21 | 19 | 2,388 | 2,417 | -1.2 | 2,558 | 2,431 | 2,250 |
| Mining & Mineral | ‡ | 1 | ‡ | 2,240 | | | | |
| Nuclear (incl. Engrg. Physics) | 1 | 6 | 2,726 | 2,379 | * | * | * | * |
| Petroleum | 24 | 13 | 2,786 | 2,568 | 8.5 | 2,950 | 2,833 | 2,700 |
| Engineering Technology | 42 | 36 | 2,264 | 2,185 | 3.6 | 2,833 | 2,283 | 1,667 |
| **Sciences** | | | | | | | | |
| Agricultural Sciences | 36 | 49 | 1,770 | 1,649 | 7.3 | 2,300 | 1,750 | 1,375 |
| Architectural & Environmental Design | ‡ | N/A | ‡ | N/A | N/A | | | |
| Biological | 12 | 18 | 1,802 | 1,818 | * | * | * | * |
| Chemistry | 7 | 4 | 1,899 | 2,131 | * | * | * | * |
| Computer Science | 298 | 310 | 2,188 | 2,197 | -0.4 | 2,542 | 2,250 | 1,833 |
| Mathematics | 59 | 40 | 2,204 | 2,162 | 2.0 | 2,500 | 2,250 | 1,782 |
| Allied Health Professions | 46 | N/A | 2,044 | N/A | N/A | 2,667 | 1,979 | 1,620 |
| Nursing | 52 | N/A | 2,037 | N/A | N/A | 2,375 | 2,000 | 1,667 |
| Pharmacy | 5 | N/A | 2,694 | N/A | N/A | * | * | * |
| Physics | 6 | N/A | 2,247 | N/A | N/A | * | * | * |
| Other Physical & Earth Sciences | 3 | N/A | 1,660 | N/A | N/A | * | * | * |
| Renewable Natural Resources | 2 | N/A | 1,583 | N/A | N/A | * | * | * |
| | 5,188 | N/A | | | | | | |

N/A — No historic data available.
[1]Includes economics programs with both business and social science orientation.
‡No offers reported.
*Not computed for fewer than 20 offers.

## AVERAGE MONTHLY SALARY OFFERS

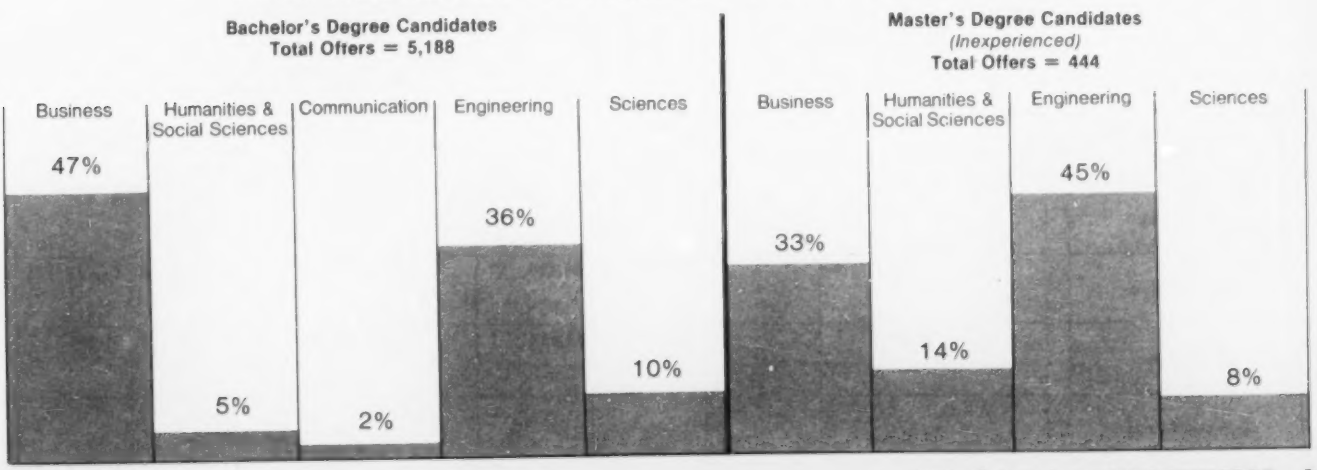
### Bachelor's Degree Candidates

(Data Combined for Men and Women)

| By Occupational Title For All Types of Employers | Number of Offers: January 1988 | Number of Offers: January 1987 | Average $ Offers: January 1988 | Average $ Offers: July 1987 | Percent Change in $ Offers from July 1987 | Percentiles: 90th | Percentiles: 50th | Percentiles: 10th |
|---|---|---|---|---|---|---|---|---|
| **Administrative & Management Occupations** | | | | | | | | |
| Accountants & Auditors | 1,361 | 1,052 | $1,947 | $1,815 | 7.3% | $2,200 | $1,958 | $1,666 |
| Banking Occupations | 13 | 28 | 1,615 | 1,889 | * | * | * | * |
| Business Administration | 138 | 86 | 1,607 | 1,652 | -2.8 | 2,020 | 1,583 | 1,166 |
| Consultants | 73 | 59 | 2,154 | 2,157 | -0.1 | 2,458 | 2,125 | 1,958 |
| Financial Analysts | 96 | 43 | 1,913 | 2,215 | -13.6 | 2,208 | 1,917 | 1,500 |
| Human Resources | 61 | 40 | 1,603 | 1,555 | 3.1 | 2,046 | 1,560 | 1,233 |
| Management Trainee | 414 | 359 | 1,593 | 1,666 | - 4.4 | 2,000 | 1,550 | 1,200 |
| **Computer & Mathematical Occupations** | | | | | | | | |
| Computer Programmers | 221 | 155 | 2,179 | 2,149 | 1.4 | 2,542 | 2,250 | 1,750 |
| Computer Scientists (incl. Systems Analysts) | 178 | 219 | 2,196 | 2,243 | -2.1 | 2,517 | 2,250 | 1,833 |
| Mathematician/Statisticans | 28 | 12 | 2,304 | 2,153 | 7.0 | 2,541 | 2,388 | 2,041 |
| **Marketing & Sales Occupations** | | | | | | | | |
| Advertising/Marketing | 163 | 117 | 1,784 | 1,807 | -1.3 | 2,333 | 1,750 | 1,250 |
| Retail/Wholesale Sales | 197 | 137 | 1,756 | 1,699 | 3.4 | 2,175 | 1,750 | 1,250 |
| Technical Sales | 57 | 70 | 1,934 | 1,922 | 0.6 | 2,500 | 2,000 | 1,375 |
| **All Other Occupations** | | | | | | | | |
| Agriculture & Natural Resource Occupations | 32 | 30 | 1,746 | 1,617 | 8.0 | 2,250 | 1,698 | 1,375 |
| Communications Occupations | 43 | 42 | 1,610 | 1,512 | 6.5 | 2,333 | 1,530 | 1,225 |
| Engineers (Engrg. Degree Required) | 1,795 | 1,550 | 2,392 | 2,364 | 1.2 | 2,667 | 2,451 | 1,988 |
| Health-Related Occupations | 73 | N/A | 2,011 | N/A | N/A | 2,667 | 2,000 | 1,500 |
| Insurance Occupations | 73 | N/A | 1,762 | N/A | N/A | 2,083 | 1,708 | 1,500 |
| Law Enforcement Occupations | 13 | N/A | 1,799 | N/A | N/A | * | * | * |
| Nurses | 47 | N/A | 2,055 | N/A | N/A | 2,460 | 2,000 | 1,667 |
| Production Occupations | 54 | 45 | 1,978 | 1,750 | 1.3 | 2,500 | 2,000 | 1,500 |
| Real Estate Occupations | 7 | N/A | 1,852 | N/A | N/A | * | * | * |
| Researchers—Nonscientific | 2 | ‡ | 1,667 | 2,043 | * | * | * | * |
| Researchers—Scientific | 4 | ‡ | 2,128 | 2,180 | * | * | * | * |
| Social Workers & Recreational Workers | 29 | 26 | 1,405 | 1,302 | 7.9 | 1,900 | 1,400 | 917 |
| Transportation & Distribution Occupations | 16 | 24 | 1,658 | 1,874 | * | * | * | * |
| | 5,188 | N/A | | | | | | |

N/A — No historic data available ‡ No offers reported
*Not computed for fewer than 20 offers.

## PROPORTION OF OFFERS BY CURRICULAR AREA



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## Master's Candidates—Inexperienced[1]

(Data Combined for Men and Women)

| Graduate Program | Number of Offers: January 1988 | Number of Offers: January 1987 | Average $ Offers: January 1988 | Average $ Offers: July 1987 | Percent Change in $ Offers from July 1987 | Percentiles: 90th | Percentiles: 50th | Percentiles: 10th |
|---|---|---|---|---|---|---|---|---|
| **Business** | | | | | | | | |
| Accounting | 84 | 100 | $2,255 | $2,163 | 4.3% | $2,583 | $2,229 | $1,916 |
| MBA—Nontechnical Undergraduate | | | | | | | | |
| Less than 1 year | 99 | 100 | 2,414 | 2,657 | -9.2 | 2,900 | 2,375 | 1,872 |
| 1 to 2 years[2] | 31 | 22 | 2,756 | 2,982 | -7.5 | 3,250 | 2,750 | 2,083 |
| 2 to 4 years[2] | 16 | 16 | 2,943 | 3,318 | * | * | * | * |
| Over 4 years[2] | 33 | 14 | 3,851 | 3,226 | 19.4 | 4,916 | 3,750 | 2,843 |
| MBA—Technical Undergraduate | | | | | | | | |
| Less than 1 year | 23 | 11 | 2,487 | 2,854 | -12.9 | 2,750 | 2,500 | 2,083 |
| 1 to 2 years[2] | 7 | 12 | 2,694 | 3,128 | * | * | * | * |
| 2 to 4 years[2] | 6 | 1 | 3,650 | 3,492 | * | * | * | * |
| Over 4 years[2] | 7 | 3 | 3,998 | 3,574 | * | * | * | * |
| MS—Business | 19 | 6 | 2,459 | 2,384 | * | * | * | * |
| Administration (Public, Hospital, etc.) | 2 | 2 | 1,813 | 2,226 | * | * | * | * |
| Banking & Finance | 9 | N/A | 2,534 | N/A | N/A | * | * | * |
| Industrial Mgmt. (incl. Industrial Admin.) | 1 | 4 | 2,333 | 2,735 | * | * | * | * |
| Labor/Industrial Relations | 3 | N/A | 2,252 | N/A | N/A | * | * | * |
| Management Information Systems | 9 | N/A | 2,202 | N/A | N/A | * | * | * |
| **Humanities & Social Sciences** | | | | | | | | |
| Humanities | 12 | 16 | 1,496 | 1,887 | * | * | * | * |
| Social Sciences | 48 | 31 | 1,960 | 1,833 | 6.9 | 2,500 | 1,968 | 1,500 |
| **Engineering** | | | | | | | | |
| Aerospace & Aeronautical | 17 | N/A | 2,912 | N/A | N/A | * | * | * |
| Bioengineering & Biomedical | ‡ | N/A | ‡ | N/A | N/A | | | |
| Chemical | 12 | 15 | 2,722 | 2,813 | * | * | * | * |
| Civil (incl. Construction, Sanitary, & Transportation Engrg.) | 12 | 21 | 2,503 | 2,413 | * | * | * | * |
| Electrical (incl. Computer Engrg.) | 91 | 48 | 2,865 | 2,957 | -3.1 | 3,192 | 2,900 | 2,450 |
| Geological | 7 | N/A | 2,544 | N/A | N/A | * | * | * |
| Industrial | 22 | 7 | 2,641 | 2,566 | 2.9 | 2,925 | 2,646 | 2,333 |
| Mechanical | 28 | 36 | 2,649 | 2,835 | -6.6 | 2,900 | 2,667 | 2,330 |
| Metallurgical (incl. Metallurgy & Ceramic Engrg.) | 8 | 2 | 2,785 | 2,702 | * | * | * | * |
| Nuclear | 2 | 3 | 2,729 | 2,866 | * | * | * | * |
| **Sciences** | | | | | | | | |
| Biological | 2 | N/A | 1,585 | N/A | N/A | * | * | * |
| Chemistry | 3 | 4 | 2,553 | 2,333 | * | * | * | * |
| Computer Science | 28 | 20 | 2,699 | 2,817 | -4.2 | 3,030 | 2,679 | 2,250 |
| Geology & Related Geological Sciences | 2 | 1 | 2,850 | 2,200 | * | * | * | * |
| Mathematics | 2 | 8 | 2,607 | 2,329 | * | * | * | * |
| Physics | ‡ | N/A | ‡ | N/A | N/A | | | |
| | 645 | N/A | | | | | | |

[1]One year or less of full-time, nonmilitary employment unless otherwise indicated.
[2]Years of previous full-time, nonmilitary employment.
*Not computed for fewer than 20 offers.
‡ No offers reported.
N/A — No historic data available.

## Doctoral Candidates

(Data Combined for Men and Women)

| Graduate Program | Number of Offers: January 1988 | Number of Offers: January 1987 | Average $ Offers: January 1988 | Average $ Offers: July 1987 | Percent Change in $ Offers from July 1987 | Percentiles: 90th | Percentiles: 50th | Percentiles: 10th |
|---|---|---|---|---|---|---|---|---|
| **Engineering** | | | | | | | | |
| Aerospace | 2 | N/A | $4,418 | N/A | N/A | * | * | * |
| Chemical | 6 | 7 | 3,640 | $3,605 | * | * | * | * |
| Civil (incl. Construction, Sanitary, & Transportation Engrg.) | 4 | ‡ | 2,982 | 3,336 | * | * | * | * |
| Electrical (incl. Computer Engrg.) | 22 | 13 | 3,908 | 3,965 | - 1.5% | $4,417 | $4,000 | $3,250 |
| Mechanical | 17 | 5 | 3,727 | 3,569 | * | * | * | * |
| Metallurgical (incl. Metallurgy, Materials Engrg./Science & Ceramics) | 5 | 4 | 3,711 | 3,357 | * | * | * | * |
| **Sciences** | | | | | | | | |
| Biological | 3 | N/A | 1,944 | N/A | N/A | * | * | * |
| Chemistry | 14 | 17 | 2,738 | 3,202 | * | * | * | * |
| Computer Science | 3 | N/A | 3,680 | N/A | N/A | * | * | * |
| Mathematics | 1 | ‡ | 2,960 | 3,328 | * | * | * | * |
| Physics | 4 | 5 | 3,118 | 3,345 | * | * | * | * |
| Polymer | ‡ | N/A | ‡ | N/A | N/A | | | |
| | 81 | N/A | | | | | | |

*Not computed for fewer than 20 offers
‡No offers reported
N/A—No historic data available

## 1987-88 Participating Placement Offices

**ECPO** (Eastern)
Bentley College
Boston College
University of Bridgeport
Brown University
Columbia University
University of Connecticut
Cornell University
CUNY-Bernard M. Baruch
CUNY-Baruch College-Arts & Science
CUNY-City College
CUNY-Hunter College
Dartmouth College
University of Maine-Orono
MIT
MIT-Sloan School of Management
University of Massachusetts-Amherst
Mount Holyoke College
NYU-Grad. School of Business
Pace University-New York City
Pace University-Westchester
Polytechnic University
Rensselaer Polytechnic University
University of Rhode Island
University of Rochester
University of Rochester-W.E. Simon Grad. School of Business
SUNY-Buffalo
Syracuse University
Union College
Williams College
Worchester Polytechnic Institute

**MAPA** (Middle Atlantic)
Bryn Mawr College
Bucknell University
Carnegie-Mellon University
University of Delaware
Fairleigh Dickinson-Teaneck
Georgetown University
George Washington University
Grove City College
Haverford College
Lafayette College
LaSalle University
Lehigh University
Marymount University-Graduate School
New Jersey Institute of Technology
Penn State University
Penn State-Capitol Campus
University of Pennsylvania
University of Pittsburgh
Princeton University
Rutgers University-Camden-Arts & Sciences
Rutgers University-New Brunswick
Villanova University
Virginia State University
West Virginia University

**MCPA** (Midwestern)
University of Akron
Case Western Reserve University
University of Chicago-Grad. Sch. of Business
Cleveland State University
IIT-Illinois Institute of Technology
University of Illinois-Chicago
University of Illinois-Commerce & Business
University of Illinois-Engrg.
University of Illinois-Chemistry & Chemical Engineering
Indiana University
Iowa State University-Agriculture
Iowa State University-Design
Iowa State University-Engrg.
Iowa State University-Home Economics
Iowa State University-Business, Science & Humanities
Iowa State University-Veterinary Medicine
University of Iowa
University of Iowa-Engrg.
University of Kansas-Arts
University of Kansas-Business
University of Kansas-Engrg.
Michigan State University
Michigan Tech University
University of Michigan-Ann Arbor-Engrg.
University of Michigan-Ann Arbor-Business Administration
University of Michigan-Dearborn
University of Minnesota-Carlson Sch. of Mgmt.
University of Missouri-Columbia-Engrg.
University of Missouri-Rolla
University of Missouri-St. Louis
University of North Dakota
Northwestern University
Northwestern University-Kellogg Grad. Sch. of Business
Ohio State University-Arts & Science
Ohio State University-Business
Ohio State University-Engrg.
Ohio University
Purdue University
Southern Illinois University-Carbondale
Southern Illinois University-Edwardsville
Southwest Missouri State University
University of Toledo
Washington University-Sch. of Business
Wayne State University
University of Wisconsin-Madison-Arts
University of Wisconsin-Madison-Business
University of Wisconsin-Madison-Engrg.
Youngstown State University

**RMCPA** (Rocky Mountain)
University of Arizona
Brigham Young University
Colorado School of Mines
Colorado State University
University of Colorado
University of Denver
Kansas State University
Montana State University
University of Montana
University of Nebraska-Lincoln
New Mexico State University
University of New Mexico
Northern Arizona University
University of Northern Colorado
South Dakota School of Mines
Utah State University
University of Utah

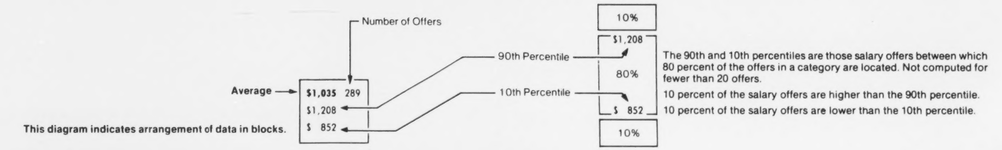
**SCPA** (Southern)
Alabama A&M University
Auburn University
Augusta College
Clemson University
Duke University
Duke University-Grad. Sch. of Business Administration
University of Florida
Georgia Institute of Technology
University of Georgia
University of Kentucky
Mary Washington College
Memphis State University
Mississippi State
University of Mississippi
North Carolina A&T State University
University of North Carolina-Chapel Hill
University of North Carolina-Greensboro
Rollins College
University of South Florida
University of Tennessee-Knoxville
Tulane University
Vanderbilt University
Vanderbilt University-Owen Grad. School of Management
Virginia Tech & State University
University of Virginia
University of Virginia-Colgate Darden Grad. Sch. of Business
Wake Forest University
Wake Forest University-Babcock Grad. Sch. of Management
College of William & Mary

**SWPA** (Southwestern)
University of Arkansas-Fayetteville
Baylor University
University of Houston
Lamar University
Louisiana Tech University
North Texas State University
Oklahoma State University
Oklahoma State University-Engrg.
University of Oklahoma
Southern Methodist University
Texas A & I University
Texas A & M University
Texas Tech University
University of Texas-Arlington
University of Texas-Austin-Business Admin.
University of Texas-Austin-Engrg.
University of Texas-El Paso

**WCPA** (Western)
Arizona State University
California Institute of Technology
California Poly. State University-San Luis Obispo
California State Poly. University-Pomona
California State University-Fresno
California State University-Long Beach
California State University-Sacramento
University of California-Los Angeles
University of Idaho
University of Nevada-Reno
Oregon State University
University of Oregon
Portland State University
San Diego State University
San Jose State University
Santa Clara University
University of Southern California
University of Southern California-Grad. Sch. of Business
Stanford University
Washington State University
University of Washington

# Monthly beginning salary offers to all candidates by curriculum and employer

**Formal Report No. 1 ■ January 1988 ■ Data combined for men and women**




The 90th and 10th percentiles are those salary offers between which 80 percent of the offers in a category are located. Not computed for fewer than 20 offers.

10 percent of the salary offers are higher than the 90th percentile.

10 percent of the salary offers are lower than the 10th percentile.

| | CURRICULUM | BUSINESS & SERVICES: Public Accounting | Advertising | Banking | Computer & Data Processing | Consulting Services | Finance | Hotels & Motels (Hospitality) | Insurance | Merchandising (Retail & Wholesale) | Publishing | Research & Development | Restaurants | Transportation Services | Utilities | Other Business Services |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **BACHELOR'S DEGREE** | | | | | | | | | | | | | | | |
| NON-TECHNICAL | Accounting | $1,978 1120<br>$2,208<br>$1,750 | $1,052 3 | | $2,500 1 | $1,729 2 | $1,976 8 | $1,500 1 | $1,847 3 | $1,772 17 | | $1,542 1 | $1,708 4 | $1,916 3 | $1,981 7 | $1,650 14 |
| NON-TECHNICAL | Banking & Finance | $2,085 13 | | | $1,801 6 | $2,000 1 | $1,724 40<br>$2,500<br>$1,300 | | $1,857 20<br>$2,400<br>$1,517 | $1,529 22<br>$1,750<br>$1,350 | $2,125 1 | $1,667 1 | $1,588 2 | $2,083 1 | $1,650 1 | $1,825 17 |
| NON-TECHNICAL | Business Administration & Mgmt. | $1,787 7 | $1,333 2 | | $1,812 10 | $1,972 3 | $1,614 10 | $1,467 26<br>$1,541<br>$1,424 | $1,653 21<br>$1,833<br>$1,458 | $1,550 82<br>$2,000<br>$1,165 | $1,578 3 | $1,689 3 | $1,560 13 | $1,983 5 | $2,052 4 | $1,633 30<br>$2,000<br>$1,250 |
| NON-TECHNICAL | Human Resources (incl. Labor/ Industrial Relations) | $2,917 1 | | | $1,600 1 | | | | $1,703 8 | $1,417 3 | | | $1,583 2 | | | $1,484 2 |
| NON-TECHNICAL | Institutional Management | | | | | | | $1,418 8 | $1,847 12 | $1,345 8 | | | $1,582 7 | | | $2,058 2 |
| NON-TECHNICAL | Management Information Systems | $2,141 5 | | | $1,884 9 | $1,896 2 | $1,902 3 | $1,791 1 | | $1,728 7 | | | $1,479 2 | $1,857 4 | $2,128 4 | $2,485 4 |
| NON-TECHNICAL | Marketing & Distribution | $1,677 4 | $1,502 3 | | $1,733 10 | $1,683 4 | $1,738 7 | $1,511 4 | $1,842 23<br>$2,300<br>$1,541 | $1,640 150<br>$2,042<br>$1,250 | $1,458 1 | $2,055 3 | $1,571 4 | $1,631 4 | $2,502 2 | $1,549 35<br>$1,917<br>$1,000 |
| NON-TECHNICAL | Economics[1] | $1,936 9 | | | $1,500 2 | $2,108 1 | $1,667 2 | | $1,718 7 | $1,585 9 | | | $1,800 2 | $2,083 1 | $2,360 1 | $1,641 9 |
| NON-TECHNICAL | Letters (incl. English, Lit., etc.) | | | | | | $1,667 1 | $1,667 1 | | $1,770 4 | | | $1,333 1 | | | $1,353 7 |
| NON-TECHNICAL | Humanities - All Other | | $1,225 2 | | | | | $1,201 3 | | $1,618 23<br>$1,833<br>$1,250 | | | $1,500 1 | | | $1,399 6 |
| NON-TECHNICAL | Criminal Justice | | | | | | | | $1,741 2 | $1,326 3 | | | | | | $2,350 2 |
| NON-TECHNICAL | History | $2,500 1 | | | | | | | | | | | $2,083 1 | | | $1,500 1 |
| NON-TECHNICAL | Psychology | | | | | | $1,250 1 | $1,659 2 | $1,167 2 | $1,465 7 | | | | | | $1,167 2 |
| NON-TECHNICAL | Social Sciences - All Other | | | | $1,720 1 | $1,521 2 | | $1,500 1 | $1,416 1 | $1,241 7 | | | | | | $1,292 2 |
| NON-TECHNICAL | Advertising | | $1,350 8 | | | | | | $2,000 1 | $1,772 3 | | | $1,208 1 | $1,400 1 | | $1,527 4 |
| NON-TECHNICAL | Communications | | $1,437 4 | | $1,597 3 | $1,400 1 | | $1,041 1 | $1,611 3 | $1,483 16 | $1,250 1 | $1,250 1 | $1,708 2 | $1,250 1 | $1,983 1 | $1,551 13 |
| NON-TECHNICAL | Journalism | | $1,667 1 | | $1,833 1 | $1,667 1 | | $1,000 1 | $1,851 3 | $1,295 7 | | | $1,417 1 | | $2,580 1 | $1,451 11 |
| NON-TECHNICAL | Technical Writing | | | | | | | | | | | | | | | |

| | CURRICULUM | MANUFACTURING ■ INDUSTRIAL: Aerospace | Agriculture, Forestry & Fishing | Automotive & Mechanical Equipment | Bldg. Materials Mfrs. & Construction | Chemicals, Drugs, & Allied Products | Computers & Business Machines | Electrical & Elect. Mech. & Equip. | Food & Beverage Processing | Glass, Paper, Packaging & Allied Products | Metals & Metal Products | Petroleum & Allied Products (incl. Nat. Gas) | Scientific Instruments (incl. Medical) | Textiles | Tire & Rubber & Allied Products | GOV'T ■ NON-PROFIT: Education | Health Services | Non-Profit Organizations | Federal Government | Local/State Government |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **BACHELOR'S DEGREE** | | | | | | | | | | | | | | | | | | | |
| NON-TECHNICAL | Accounting | $2,138 6 | $1,896 2 | $1,943 4 | $1,580 1 | $2,292 3 | $2,000 7 | $2,024 14 | $1,835 7 | $1,946 6 | $1,859 2 | $1,935 37<br>$2,083<br>$1,800 | $2,000 1 | | | $1,550 8 | $1,830 5 | $2,000 1 | $1,506 30<br>$1,625<br>$1,233 | $1,694 26<br>$1,850<br>$1,517 |
| NON-TECHNICAL | Banking & Finance | $1,998 11 | $2,080 1 | $1,998 7 | $1,666 1 | $2,033 5 | $2,033 5 | $2,009 12 | $1,735 6 | $2,050 2 | | $1,997 14 | $2,039 3 | $1,970 1 | $1,458 1 | | $1,941 7 | | $1,729 9 | $1,682 4 |
| NON-TECHNICAL | Business Administration & Mgmt. | $1,845 6 | | $1,939 3 | $1,583 3 | $2,064 4 | $1,898 12 | $2,113 11 | $1,912 19 | $1,566 4 | $1,878 3 | $1,879 5 | $1,706 3 | $2,000 1 | $1,705 2 | $1,541 3 | $1,771 6 | $1,607 2 | $1,775 2 | $1,534 2 |
| NON-TECHNICAL | Human Resources (incl. Labor/ Industrial Relations) | $1,900 1 | | | | | $1,250 1 | $1,933 1 | | $1,166 1 | $1,417 1 | | | | | | $1,742 2 | | $1,349 4 | $1,541 1 |
| NON-TECHNICAL | Institutional Management | | | | | | | | | $1,250 1 | | | | | | | $1,742 4 | | $1,370 4 | $1,400 1 |
| NON-TECHNICAL | Management Information Systems | $2,192 10 | | $2,166 1 | | $2,290 2 | $2,278 13 | $1,860 9 | $2,299 2 | | $1,541 1 | $2,305 10 | $2,304 4 | | $1,950 1 | $1,672 1 | $1,625 2 | | $1,701 2 | $1,819 3 |
| NON-TECHNICAL | Marketing & Distribution | $2,288 2 | $2,200 1 | $2,040 8 | $1,842 6 | $1,914 12 | $1,763 12 | $1,880 13 | $1,803 16 | $1,813 7 | $1,542 2 | $2,020 15 | $1,946 6 | $1,802 4 | $2,333 1 | $2,375 1 | $1,964 9 | | $1,465 6 | |
| NON-TECHNICAL | Economics[1] | $2,121 2 | | $1,583 1 | | $2,000 1 | $1,500 1 | | $2,083 1 | $ 800 1 | | | | | | $1,375 2 | | | $1,648 4 | $1,763 1 |
| NON-TECHNICAL | Letters (incl. English, Lit., etc.) | | | | | | | | | | | | | | | | $ 960 1 | | $1,535 3 | $1,533 1 |
| NON-TECHNICAL | Humanities - All Other | | | $ 750 1 | | | | | | | | | | | $1,000 1 | $1,765 2 | $1,547 2 | $ 944 3 | $1,554 2 | $1,280 2 |
| NON-TECHNICAL | Criminal Justice | | | $1,083 1 | | | | | | | | | | | | $ 870 1 | | | | $1,736 9 |
| NON-TECHNICAL | History | | | | | | | | | | | | | | | | | | | |
| NON-TECHNICAL | Psychology | | | $2,083 1 | $1,200 1 | $1,250 1 | | | $2,250 1 | | | | | | | $1,233 2 | $1,732 5 | $1,283 4 | $1,555 3 | $1,722 7 |
| NON-TECHNICAL | Social Sciences - All Other | | | $2,528 3 | | | $1,250 1 | $2,083 1 | $2,000 1 | | | | $2,167 3 | | | $1,250 1 | $1,807 4 | $1,255 6 | $1,540 2 | $1,591 20<br>$2,250<br>$1,300 |
| NON-TECHNICAL | Advertising | | | | | | | | $2,083 1 | | | | | | | | $2,050 1 | | | |
| NON-TECHNICAL | Communications | | | | | | | $1,750 1 | $2,000 2 | $1,875 1 | | | $2,000 1 | | $1,900 1 | | $1,896 2 | | $1,581 3 | |
| NON-TECHNICAL | Journalism | | | $1,833 1 | | | | | $1,738 2 | $1,500 1 | | | $1,917 2 | | | $1,292 1 | $1,593 2 | | | |
| NON-TECHNICAL | Technical Writing | | | | | | | $2,333 1 | | | | | | | | | | | | |

| CURRICULUM | BUSINESS & SERVICES | | | | | | | | | | | | | | | MANUFACTURING ■ INDUSTRIAL | | | | | | | | | | | | | | GOV'T ■ NON-PROFIT | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Public Accounting | Advertising | Banking | Computer & Data Processing | Consulting Services | Finance | Hotels & Motels (Hospitality) | Insurance | Merchandising (Retail & Wholesale) | Publishing | Research & Development | Restaurants | Transportation Services | Utilities | Other Business Services | Aerospace | Agriculture, Forestry & Fishing | Automotive & Mechanical Equipment | Bldg. Materials Mfrs. & Construction | Chemicals, Drugs, & Allied Products | Computers & Business Machines | Electrical & Elect. Mach. & Equip. | Food & Beverage Processing | Glass, Paper, Packaging & Allied Products | Metals & Metal Products | Petroleum & Allied Products (incl. Nat. Gas) | Scientific Instruments (incl. Medical) | Textiles | Tire & Rubber & Allied Products | Education | Health Services | Non-Profit Organizations | Federal Government | Local/State Government |
| **BACHELOR'S DEGREE** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Aerospace & Aeronautical** | | | | | | $1,331 3 | | | | | | | $1,533 3 | | | $2,425 78<br>$2,650<br>$2,232 | | $2,250 1 | | | $2,400 1 | $2,458 1 | | | | | | | | | | | $1,780 7 | |
| **Agricultural** | $2,250 1 | | | | | | | | | | | | | | | | | | $2,100 2 | | | | $2,071 2 | | $2,550 1 | $2,300 1 | | $2,750 1 | | | | | $2,311 1 | |
| **Bioengineering & Biomedical** | | | | | | | | | | | | | | | | | | | | | | | | $2,463 2 | | | | | | | | | | |
| **Chemical** | | | | | $2,392 1 | | | $2,208 1 | | | $2,083 1 | | | $2,440 1 | | $2,399 4 | | $2,669 3 | $1,985 4 | $2,572 58<br>$2,725<br>$2,475 | $2,188 1 | $2,555 5 | $2,470 10 | $2,426 10 | $2,667 1 | $2,644 26<br>$2,733<br>$2,550 | $2,566 1 | $2,625 1 | | | | | $1,988 4 | $2,167 1 |
| **Civil (incl. Construc., Sanitary, & Transpor. Engrg.)** | | | | | $2,091 14 | | | | | | $2,077 3 | | $1,909 10 | $2,440 6 | | $2,412 6 | $1,983 1 | $2,300 1 | $2,094 35<br>$2,500<br>$1,833 | $2,438 2 | | | | | | $2,510 6 | | | | | | | $1,952 18 | $1,933 75<br>$2,206<br>$1,676 |
| **Electrical (incl. Computer Engrg.)** | $2,391 5 | | | $2,439 8 | $2,415 5 | | | $2,917 1 | $1,617 3 | $2,450 1 | $2,444 10 | | $2,500 1 | $2,409 45<br>$2,535<br>$2,267 | $2,523 25<br>$2,833<br>$2,208 | $2,496 227<br>$2,630<br>$2,324 | | $2,394 33<br>$2,542<br>$2,083 | $2,273 12 | $2,582 7 | $2,515 64<br>$2,792<br>$2,252 | $2,469 198<br>$2,717<br>$2,200 | $2,676 7 | $2,530 10 | $2,589 18 | $2,632 15 | $2,455 3 | $2,625 1 | $2,475 1 | | $2,167 1 | | $2,030 92<br>$2,443<br>$1,600 | $2,218 9 |
| **Geological** | | | | | $1,833 1 | | | | $1,850 2 | | | | | | | | | | $2,167 1 | | | | | | | $2,761 2 | | | | | | | | |
| **Industrial** | $2,281 8 | | | $2,575 1 | $2,396 2 | | | | $2,367 2 | | | | $2,575 1 | $2,450 1 | $2,584 2 | $2,368 31<br>$2,565<br>$2,170 | | $2,381 13 | $2,517 3 | $2,412 8 | $2,340 10 | $2,336 18 | $2,525 7 | $2,354 4 | $2,221 2 | | | $2,021 2 | $1,950 1 | | | | $2,010 8 | |
| **Mechanical** | $2,313 2 | | | $2,467 3 | $1,711 4 | | | | | $2,583 1 | $2,552 5 | | $2,208 2 | $2,455 13 | | $2,475 129<br>$2,667<br>$2,318 | $1,600 1 | $2,377 72<br>$2,580<br>$2,040 | $2,278 18 | $2,504 30<br>$2,675<br>$2,392 | $2,479 13 | $2,502 45<br>$2,666<br>$2,300 | $2,484 17 | $2,495 8 | $2,533 14 | $2,611 31<br>$2,708<br>$2,500 | $2,374 5 | $2,625 1 | $2,592 1 | | | | $2,078 32<br>$2,433<br>$1,800 | $2,349 6 |
| **Metallurgical (incl. Metallurgy, & Ceramic Engrg.)** | | | | | | | | | | | | | | | | $2,448 8 | | $2,567 3 | | $2,250 1 | $2,500 1 | | | | $2,468 5 | $2,558 1 | | | | | | | $1,606 2 | |
| **Mining & Mineral** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Nuclear** | | | | | | | | | | | | | | $2,726 1 | | | | | | | | | | | | | | | | | | | |
| **Petroleum** | | | | | | | | | | | | | | | | | | $2,716 1 | | | | | | | | $2,789 23<br>$2,950<br>$2,424 | | | | | | | |
| **Engineering Technology** | | | | | | | | | | | | | | $3,337 1 | | $2,149 16 | | $2,616 10 | $2,188 2 | | | $1,976 6 | $2,667 1 | $1,667 1 | $2,000 1 | $2,300 1 | $2,264 1 | | | | | $2,050 2 | |
| **Agricultural Sciences** | | | | | | | | | $1,611 3 | | | | | | | | $1,521 14 | $2,458 1 | | $2,025 1 | | | $1,965 15 | | | | | | | $2,300 1 | | $1,333 1 | |
| **Architectural & Environmental Design** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Biological Sciences** | | | | | | $1,667 1 | | | | | | | | | | | | | | | | $2,390 1 | | | | | $1,833 1 | | | $1,833 1 | $1,861 3 | $1,250 1 | $1,873 2 | $1,659 2 |
| **Chemistry** | | | | | | | | | | | $1,902 3 | | | | | | | | | $1,792 2 | | | | | | | | | | | $1,333 1 | | $2,667 1 | |
| **Computer Science** | $2,055 19 | $1,500 1 | | $2,156 28<br>$2,552<br>$1,800 | $2,184 11 | $1,966 2 | | $2,029 6 | $2,020 14 | | $2,333 1 | $1,400 1 | $2,172 6 | $2,137 9 | $2,183 7 | $2,263 28<br>$2,550<br>$2,058 | | $2,208 13 | $1,846 4 | $2,352 11 | $2,354 50<br>$2,650<br>$2,066 | $2,346 26<br>$2,667<br>$1,907 | $2,176 6 | | | $2,345 24<br>$2,459<br>$2,167 | $2,317 2 | $2,062 4 | $2,150 1 | $1,572 2 | $2,010 4 | | $1,830 15 | $1,443 3 |
| **Mathematics** | $2,207 6 | | | $2,177 5 | $2,156 4 | $2,043 3 | $1,750 1 | $2,376 8 | | | $1,529 1 | | | $2,041 1 | $2,478 2 | $2,362 6 | | $2,252 3 | | $2,350 1 | $2,284 8 | $2,311 5 | | | | | | | | | | $1,755 5 | |

TECHNICAL



CPC Salary Survey/January 1988 

TECHNICAL

| CURRICULUM | BUSINESS & SERVICES: Public Accounting | Advertising | Banking | Computer & Data Processing | Consulting Services | Finance | Hotels & Motels (Hospitality) | Insurance | Merchandising (Retail & Wholesale) | Publishing | Research & Development | Restaurants | Transportation Services | Utilities | Other Business Services |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **BACHELOR'S DEGREE** | | | | | | | | | | | | | | | |
| Allied Health Professions | | | | | | | | | | | | | | | |
| Nursing | | | | | | | | | | | | | | | |
| Pharmacy | | | | | | | | | | | | | | | |
| Physics | | | | $2,792 1 | | | | | | | | | | | $1,200 1 |
| Other Physical & Earth Sciences | | | | | | | | | | | | | | | |
| Renewable Natural Resources | | | | | | | | | $1,500 1 | | | | | | |
| **BACHELOR'S SUMMARY** | | | | | | | | | | | | | | | |
| Nontechnical Curricula | $1,979 1160<br>$2,208<br>$1,750 | $1,348 23<br>$1,667<br>$1,000 | | $1,788 44<br>$2,458<br>$1,348 | $1,772 17 | $1,736 72<br>$2,250<br>$1,333 | $1,448 49<br>$1,667<br>$1,083 | $1,766 106<br>$2,167<br>$1,458 | $1,586 368<br>$2,000<br>$1,166 | $1,595 6 | $1,743 9 | $1,589 43<br>$1,792<br>$1,375 | $1,822 20<br>$2,292<br>$1,333 | $2,103 21<br>$2,580<br>$1,650 | $1,617 161<br>$2,083<br>$1,100 |
| Technical Curricula | $2,180 41<br>$2,458<br>$1,916 | $1,500 1 | | $2,251 46<br>$2,600<br>$1,823 | $2,145 42<br>$2,392<br>$1,850 | $1,866 7 | $1,750 1 | $2,269 16 | $1,916 25<br>$2,371<br>$1,384 | $2,517 2 | $2,295 24<br>$2,717<br>$1,667 | $1,400 1 | $2,009 23<br>$2,260<br>$1,782 | $2,400 78<br>$2,567<br>$2,206 | $2,424 37<br>$2,792<br>$2,083 |
| **MASTER'S DEGREE - INEXPERIENCED** | | | | | | | | | | | | | | | |
| MBA—Nontechnical Undergraduate Degree | $2,232 20<br>$2,500<br>$1,750 | | | $2,975 2 | $2,633 7 | $2,104 6 | | $2,469 4 | $2,042 3 | | $2,719 2 | | | $3,338 3 | $2,401 7 |
| MBA—Technical Undergraduate Degree | $2,100 6 | | | | $2,166 1 | | | $2,383 2 | | | | | | | |

| CURRICULUM | MANUFACTURING ■ INDUSTRIAL: Aerospace | Agriculture, Forestry & Fishing | Automotive & Mechanical Equipment | Bldg. Materials Mfrs. & Construction | Chemicals, Drugs, & Allied Products | Computers & Business Machines | Electrical & Elect. Mach. & Equip. | Food & Beverage Processing | Glass, Paper, Packaging & Allied Products | Metals & Metal Products | Petroleum & Allied Products (incl. Nat. Gas) | Scientific Instruments (incl. Medical) | Textiles | Tire & Rubber & Allied Products | GOV'T ■ NON-PROFIT: Education | Health Services | Non-Profit Organizations | Federal Government | Local/State Government |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **BACHELOR'S DEGREE** | | | | | | | | | | | | | | | | | | | |
| Allied Health Professions | | | | | $1,875 1 | | | | | | | | | | $1,750 1 | $2,062 43<br>$2,917<br>$1,583 | $1,734 1 | | |
| Nursing | | | | | | | | | | | | | | | | $2,037 52<br>$2,460<br>$1,600 | | | |
| Pharmacy | | | | | | | | | | | | | | | | $2,694 5 | | | |
| Physics | $2,429 3 | | | | | | $2,200 1 | | | | | | | | | | | | |
| Other Physical & Earth Sciences | | | | | | | | $1,167 1 | | | | | | | $1,730 1 | $2,083 1 | | | |
| Renewable Natural Resources | | | | | | | | | $1,666 1 | | | | | | | | | | |
| **BACHELOR'S SUMMARY** | | | | | | | | | | | | | | | | | | | |
| Nontechnical Curricula | $2,066 38<br>$2,600<br>$1,750 | $2,018 4 | $1,967 31<br>$2,600<br>$1,300 | $1,687 12 | $2,003 28<br>$2,500<br>$1,708 | $1,956 52<br>$2,500<br>$1,400 | $1,984 63<br>$2,300<br>$1,700 | $1,878 58<br>$2,283<br>$1,400 | $1,722 24<br>$2,100<br>$1,250 | $1,710 9 | $2,004 81<br>$2,250<br>$1,800 | $2,020 23<br>$2,433<br>$1,708 | $1,863 6 | $1,722 7 | $1,510 22<br>$1,916<br>$1,000 | $1,802 52<br>$2,167<br>$1,400 | $1,294 16 | $1,543 74<br>$1,833<br>$1,235 | $1,657 77<br>$2,180<br>$1,300 |
| Technical Curricula | $2,447 536<br>$2,626<br>$2,250 | $1,555 16 | $2,391 154<br>$2,625<br>$2,083 | $2,163 81<br>$2,516<br>$1,755 | $2,496 122<br>$2,683<br>$2,250 | $2,430 148<br>$2,650<br>$2,167 | $2,444 306<br>$2,708<br>$2,167 | $2,331 66<br>$2,667<br>$1,791 | $2,422 36<br>$2,650<br>$1,975 | $2,526 42<br>$2,667<br>$2,350 | $2,595 130<br>$2,833<br>$2,300 | $2,348 13 | $2,291 10 | $2,292 4 | $1,691 5 | $2,068 111<br>$2,791<br>$1,583 | $1,492 2 | $1,992 190<br>$2,433<br>$1,600 | $1,967 96<br>$2,424<br>$1,652 |
| **MASTER'S DEGREE - INEXPERIENCED** | | | | | | | | | | | | | | | | | | | |
| MBA—Nontechnical Undergraduate Degree | $2,361 7 | | | | $2,083 1 | $2,543 8 | $2,634 9 | $2,619 3 | $1,875 2 | | $2,375 2 | $2,100 2 | | | $3,500 1 | $3,067 2 | | $2,027 3 | $2,026 5 |
| MBA—Technical Undergraduate Degree | $2,500 1 | | | | $3,000 3 | $2,763 3 | $2,400 1 | $2,700 1 | $2,650 1 | | $2,500 1 | $2,333 1 | $2,750 1 | | | $2,541 1 | | | |

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4/28

The College Placement Council
62 Highland Avenue / Bethlehem, PA 18017

# CPC Salary Survey

A study of 1987-1988 beginning offers / March 1988

The college recruiting picture for 1987-88 continues to look bright, if average salary offers are an indication. Most of the disciplines that reported salary increases in January posted even further gains as of March.

Salary offers for accounting graduates took another jump to an average of $1,975 monthly—now 9 percent higher than last July. The dollar average for graduates in marketing and distribution rose 2.7 percent since July, to $1,742 a month. In the recently added categories of banking/finance and human resources, salary offers were about the same as last report. Banking/finance graduates averaged $1,816 monthly, while human resource graduates averaged $1,601.

In January, petroleum engineers made a comeback in terms of salary. This trend continued into March, with the monthly dollar average rising to $2,820, a 9.8 percent gain since July. This boost is coupled with a significant turnaround in the number of job offers to petroleum engineers—up 36 percent compared with last year at this time.

Mechanical, electrical, and chemical engineers also experienced increases in salary offers. The monthly average for mechanical engineers went up 3.8 percent since July to $2,449, while the average for electrical engineers climbed 1.4 percent to $2,443 a month. Chemical engineers rose to $2,564—a 3.1 percent increase over July's figure.

The allied health field is holding steady. Dollar offers ranged from $1,620 to $2,500 a month, with an average of $2,055. Salary offers for nurses fell slightly since January. In this latest report, they ranged from $1,583 to $2,364 and averaged $1,967 a month.

Computer science graduates garnered slightly higher dollar offers than last July for a monthly average of $2,223. However, the number of job offers extended to this group decreased 2 percent since last year at this time. Salary offers for computer programmers ranged from $1,672 to $2,541 and averaged $2,162 monthly, a little higher than in July.

Of all job offers made to bachelor's-degree holders, 53 percent went to nontechnical graduates while 47 percent were extended to technical graduates. Public accounting employers made the most offers to nontechnical graduates (45 percent). Their average salary offer to these graduates was $2,002 a month. The aerospace industry continued to provide the greatest concentration of job offers to technical graduates (16.5 percent), at an average monthly pay of $2,440.

The outlook for MBA graduates is still optimistic. Only inexperienced MBA candidates with nontechnical undergraduate degrees encountered a drop in salary offers—4.4 percent since last July to $2,540 a month. On the brighter side, MBA graduates with work experience received higher salary offers. Inexperienced MBA graduates with technical undergraduate degrees reaped 8.4 percent higher dollar averages compared with last July. Graduates with experience in the technical field were offered substantially higher salaries as well. The greatest concentration of salary offers to MBA's came from public accounting employers.

The CPC *Salary Survey* March report covers the period from September 1, 1987, to March 7, 1988. The data include offers extended to students graduating between September 1, 1987, and August 31, 1988. There are 186 placement offices at 153 colleges and universities participating in the *Salary Survey*. Additional copies of the report are available to CPC members and subscribers for $1.50 each.

***Dawn Gulick***
Statistical Services Specialist

## SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

The study surveys a fairly consistent population which includes 186 placement offices at 153 colleges and universities throughout the United States. Offers are reported from employing organizations in business, industry, government, and nonprofit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

The *Survey* is available only to members and *Salary Survey* subscribers of the College Placement Council and is intended for the professional use of its constituents. Reports are issued in January, March, July and September.

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## AVERAGE MONTHLY SALARY OFFERS

### Bachelor's Degree Candidates

(Data Combined for Men and Women)

| By Curriculum For All Types of Employers | Number of Offers March 1988 | Number of Offers March 1987 | Average $ Offers March 1988 | Average $ Offers July 1987 | Percent Change in $ Offers from July 1987 | Percentiles 90th | Percentiles 50th | Percentiles 10th |
|---|---|---|---|---|---|---|---|---|
| **Business** | | | | | | | | |
| Accounting | **2,858** | 2,644 | **$1,975** | $1,812 | 9.0% | $2,291 | $2,000 | $1,700 |
| Banking & Finance | **445** | N/A | **1,816** | N/A | N/A | 2,167 | 1,833 | 1,417 |
| Business Administration | **557** | 630 | **1,708** | 1,701 | 0.4 | 2,158 | 1,666 | 1,300 |
| Human Resources (incl. Labor/Industrial Relations) | **38** | N/A | **1,601** | N/A | N/A | 1,916 | 1,573 | 1,233 |
| Institutional Management | **56** | N/A | **1,591** | N/A | N/A | 1,833 | 1,583 | 1,292 |
| Management Information Systems | **178** | 190 | **2,072** | 1,979 | 4.7 | 2,416 | 2,100 | 1,583 |
| Marketing & Distribution | **616** | 571 | **1,742** | 1,697 | 2.7 | 2,125 | 1,750 | 1,299 |
| **Humanities & Social Sciences** | | | | | | | | |
| Economics[1] | **133** | 122 | **1,817** | 1,970 | -7.8 | 2,208 | 1,833 | 1,492 |
| Letters (incl. English, Lit., etc.) | **32** | N/A | **1,659** | N/A | N/A | 2,041 | 1,646 | 1,250 |
| Humanities - All Other | **76** | N/A | **1,492** | N/A | N/A | 1,833 | 1,500 | 1,000 |
| Criminal Justice | **28** | N/A | **1,620** | N/A | N/A | 2,083 | 1,605 | 1,083 |
| History | **10** | N/A | **1,767** | N/A | N/A | * | * | * |
| Psychology | **66** | N/A | **1,502** | N/A | N/A | 2,083 | 1,500 | 1,041 |
| Social Sciences - All Other | **103** | N/A | **1,645** | N/A | N/A | 2,167 | 1,542 | 1,250 |
| **Communications** | | | | | | | | |
| Advertising | **34** | N/A | **1,492** | N/A | N/A | 2,000 | 1,417 | 1,166 |
| Communications | **102** | N/A | **1,586** | N/A | N/A | 2,042 | 1,583 | 1,053 |
| Journalism | **52** | N/A | **1,474** | N/A | N/A | 1,917 | 1,417 | 1,000 |
| Technical Writing | **6** | N/A | **2,146** | N/A | N/A | * | * | * |
| **Engineering** | | | | | | | | |
| Aerospace & Aeronautical | **147** | 100 | **2,322** | 2,343 | -0.9 | 2,575 | 2,400 | 1,916 |
| Agricultural | **12** | N/A | **2,254** | N/A | N/A | * | * | * |
| Biomedical & Bioengineering | **2** | N/A | **2,463** | N/A | N/A | * | * | * |
| Chemical | **408** | 349 | **2,564** | 2,487 | 3.1 | 2,725 | 2,600 | 2,366 |
| Civil (incl. Construction, Sanitary, & Transportation Engrg.) | **319** | 255 | **2,079** | 2,037 | 2.1 | 2,475 | 2,070 | 1,782 |
| Electrical (incl. Computer Engrg.) | **1,547** | 1,385 | **2,443** | 2,410 | 1.4 | 2,675 | 2,500 | 2,058 |
| Geological | **8** | 7 | **2,003** | 1,973 | * | * | * | * |
| Industrial | **332** | 231 | **2,354** | 2,285 | 3.0 | 2,583 | 2,392 | 2,000 |
| Mechanical | **944** | 800 | **2,449** | 2,359 | 3.8 | 2,667 | 2,475 | 2,166 |
| Metallurgical (incl. Metallurgy & Ceramic Engrg.) | **63** | 41 | **2,419** | 2,417 | 0.1 | 2,600 | 2,435 | 2,250 |
| Mining & Mineral | ‡ | 4 | ‡ | 2,240 | | | | |
| Nuclear (incl. Engrg. Physics) | **9** | 11 | **2,315** | 2,379 | * | * | * | * |
| Petroleum | **41** | 30 | **2,820** | 2,568 | 9.8 | 2,950 | 2,833 | 2,700 |
| Engineering Technology | **73** | 107 | **2,240** | 2,185 | 2.5 | 2,600 | 2,291 | 1,667 |
| **Sciences** | | | | | | | | |
| Agricultural Sciences | **73** | 64 | **1,708** | 1,649 | 3.6 | 2,233 | 1,625 | 1,259 |
| Architectural & Environmental Design | **1** | N/A | **1,300** | N/A | N/A | * | * | * |
| Biological | **18** | 24 | **1,760** | 1,818 | * | * | * | * |
| Chemistry | **28** | 8 | **2,059** | 2,131 | -3.4 | 2,370 | 2,096 | 1,541 |
| Computer Science | **587** | 600 | **2,223** | 2,197 | 1.2 | 2,574 | 2,253 | 1,833 |
| Mathematics | **87** | 86 | **2,198** | 2,162 | 1.7 | 2,500 | 2,250 | 1,782 |
| Allied Health Professions | **51** | N/A | **2,055** | N/A | N/A | 2,500 | 2,000 | 1,620 |
| Nursing | **66** | N/A | **1,967** | N/A | N/A | 2,364 | 1,925 | 1,583 |
| Pharmacy | **12** | N/A | **2,615** | N/A | N/A | * | * | * |
| Physics | **9** | N/A | **2,287** | N/A | N/A | * | * | * |
| Other Physical & Earth Sciences | **10** | N/A | **1,837** | N/A | N/A | * | * | * |
| Renewable Natural Resources | **4** | N/A | **1,457** | N/A | N/A | * | * | * |
| | **10,241** | N/A | | | | | | |

N/A — No historic data available

[1]Includes economics programs with both business and social science orientation

‡No offers reported

*Not computed for fewer than 20 offers

# AVERAGE MONTHLY SALARY OFFERS

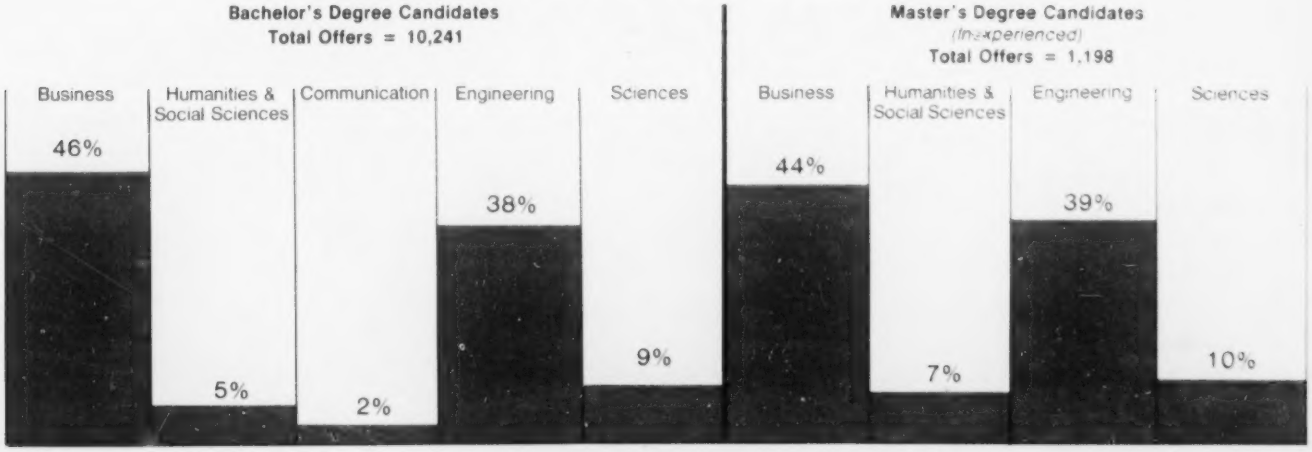
## Bachelor's Degree Candidates

(Data Combined for Men and Women)

| By Occupational Title For All Types of Employers | Number of Offers March 1988 | Number of Offers March 1987 | Average $ Offers March 1988 | Average $ Offers July 1987 | Percent Change in $ Offers from July 1987 | Percentiles 90th | Percentiles 50th | Percentiles 10th |
|---|---|---|---|---|---|---|---|---|
| **Administrative & Management Occupations** | | | | | | | | |
| Accountants & Auditors | **2,895** | 2,599 | **$1,972** | $1,815 | 8.7% | $2,260 | $2,000 | $1,680 |
| Banking Occupations | **152** | 53 | **1,687** | 1,889 | -10.7 | 2,083 | 1,666 | 1,333 |
| Business Administration | **228** | 153 | **1,631** | 1,652 | -1.3 | 2,083 | 1,592 | 1,125 |
| Consultants | **237** | 161 | **2,228** | 2,157 | 3.3 | 2,658 | 2,250 | 1,917 |
| Financial Analysts | **174** | 81 | **1,940** | 2,215 | -12.4 | 2,458 | 1,950 | 1,500 |
| Human Resources | **82** | 58 | **1,583** | 1,555 | 1.8 | 2,046 | 1,548 | 1,208 |
| Management Trainee | **718** | 663 | **1,653** | 1,666 | -0.8 | 2,166 | 1,583 | 1,250 |
| **Computer & Mathematical Occupations** | | | | | | | | |
| Computer Programmers | **380** | 284 | **2,162** | 2,149 | 0.6 | 2,541 | 2,225 | 1,672 |
| Computer Scientists (incl. Systems Analysts) | **343** | 451 | **2,256** | 2,243 | 0.6 | 2,583 | 2,260 | 1,916 |
| Mathematician/Statisticans | **46** | 37 | **2,237** | 2,153 | 3.9 | 2,667 | 2,342 | 1,750 |
| **Marketing & Sales Occupations** | | | | | | | | |
| Advertising/Marketing | **265** | 207 | **1,816** | 1,807 | 0.5 | 2,458 | 1,800 | 1,250 |
| Retail/Wholesale Sales | **319** | 214 | **1,758** | 1,699 | 3.5 | 2,167 | 1,792 | 1,208 |
| Technical Sales | **110** | 126 | **1,994** | 1,922 | 3.8 | 2,500 | 2,000 | 1,500 |
| **All Other Occupations** | | | | | | | | |
| Agriculture & Natural Resource Occupations | **58** | 41 | **1,680** | 1,617 | 3.9 | 2,250 | 1,592 | 1,250 |
| Communications Occupations | **63** | 53 | **1,619** | 1,512 | 7.1 | 2,333 | 1,500 | 1 120 |
| Engineers (Engrg. Degree Required) | **3,649** | 3,204 | **2,418** | 2,364 | 2.3 | 2,687 | 2,475 | 2,000 |
| Health-Related Occupations | **93** | N/A | **2,030** | N/A | N/A | 2,791 | 2,000 | 1,500 |
| Insurance Occupations | **136** | N/A | **1,755** | N/A | N/A | 2,200 | 1,741 | 1,450 |
| Law Enforcement Occupations | **18** | N/A | **1,778** | N/A | N/A | * | * | * |
| Nurses | **59** | N/A | **1,982** | N/A | N/A | 2,375 | 1,932 | 1,578 |
| Production Occupations | **77** | 64 | **2,026** | 1,917 | 5.7 | 2,525 | 2,000 | 1,580 |
| Real Estate Occupations | **12** | N/A | **1,879** | N/A | N/A | * | * | * |
| Researchers—Nonscientific | **6** | 1 | **1,640** | 2,043 | * | * | * | * |
| Researchers—Scientific | **37** | 3 | **2,223** | 2,180 | 2.0 | 2,600 | 2,268 | 1,958 |
| Social Workers & Recreational Workers | **49** | 39 | **1,420** | 1,302 | 9.0 | 1,900 | 1,416 | 928 |
| Transportation & Distribution Occupations | **35** | 41 | **1,824** | 1,874 | -2.7 | 2,280 | 1,833 | 1,250 |
| | **10,241** | N/A | | | | | | |

N.A — No historic data available. ‡ No offers reported.
*Not computed for fewer than 20 offers.

## PROPORTION OF OFFERS BY CURRICULAR AREA



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# AVERAGE MONTHLY SALARY OFFERS

## Master's Candidates—Inexperienced[1]

(Data Combined for Men and Women)

| Graduate Program | Number of Offers: March 1988 | Number of Offers: March 1987 | Average $ Offers: March 1988 | Average $ Offers: July 1987 | Percent Change in $ Offers from July 1987 | Percentiles: 90th | Percentiles: 50th | Percentiles: 10th |
|---|---|---|---|---|---|---|---|---|
| **Business** | | | | | | | | |
| Accounting | 194 | 206 | $2,278 | $2,163 | 5.3% | $2,625 | $2,250 | $1,917 |
| MBA—Nontechnical Undergraduate | | | | | | | | |
| Less than 1 year | 202 | 195 | 2,540 | 2,657 | -4.4 | 3,333 | 2,439 | 1,935 |
| 1 to 2 years[2] | 87 | 61 | 3,008 | 2,982 | 0.9 | 4,167 | 2,800 | 2,083 |
| 2 to 4 years[2] | 79 | 62 | 3,458 | 3,318 | 4.2 | 4,417 | 3,500 | 2,417 |
| Over 4 years[2] | 72 | 53 | 3,509 | 3,226 | 8.8 | 4,587 | 3,517 | 2,167 |
| MBA—Technical Undergraduate | | | | | | | | |
| Less than 1 year | 61 | 34 | 3,093 | 2,854 | 8.4 | 4,333 | 2,750 | 2,166 |
| 1 to 2 years[2] | 25 | 26 | 3,369 | 3,128 | 7.7 | 4,042 | 3,500 | 2,416 |
| 2 to 4 years[2] | 38 | 30 | 3,782 | 3,492 | 8.3 | 4,583 | 3,702 | 2,800 |
| Over 4 years[2] | 46 | 29 | 4,132 | 3,574 | 15.6 | 5,417 | 4,021 | 2,500 |
| MS—Business | 31 | 28 | 2,431 | 2,384 | 2.0 | 2,800 | 2,391 | 2,083 |
| Administration (Public, Hospital, etc.) | 6 | 12 | 2,341 | 2,226 | * | * | * | * |
| Banking & Finance | 13 | N/A | 2,692 | N/A | N/A | * | * | * |
| Industrial Mgmt. (incl. Industrial Admin.) | 2 | 11 | 2,557 | 2,735 | * | * | * | * |
| Labor/Industrial Relations | 7 | N/A | 2,425 | N/A | N/A | * | * | * |
| Management Information Systems | 13 | N/A | 2,283 | N/A | N/A | * | * | * |
| **Humanities & Social Sciences** | | | | | | | | |
| Humanities | 17 | 25 | 1,552 | 1,887 | * | * | * | * |
| Social Sciences | 65 | 36 | 1,943 | 1,833 | 6.0 | 2,500 | 1,917 | 1,500 |
| **Engineering** | | | | | | | | |
| Aerospace & Aeronautical | 24 | N/A | 2,886 | N/A | N/A | 3,200 | 2,833 | 2,767 |
| Bioengineering & Biomedical | ‡ | N/A | ‡ | N/A | N/A | | | |
| Chemical | 29 | 37 | 2,771 | 2,813 | -1.5 | 2,983 | 2,825 | 2,500 |
| Civil (incl. Construction, Sanitary, & Transportation Engrg.) | 39 | 36 | 2,406 | 2,413 | -0.3 | 2,750 | 2,400 | 2,148 |
| Electrical (incl. Computer Engrg.) | 213 | 107 | 2,933 | 2,957 | -0.8 | 3,275 | 2,965 | 2,500 |
| Geological | 10 | N/A | 2,361 | N/A | N/A | * | * | * |
| Industrial | 40 | 20 | 2,708 | 2,566 | 5.5 | 3,025 | 2,687 | 2,333 |
| Mechanical | 93 | 71 | 2,866 | 2,835 | 1.1 | 3,198 | 2,830 | 2,466 |
| Metallurgical (incl. Metallurgy & Ceramic Engrg.) | 13 | 16 | 2,788 | 2,702 | * | * | * | * |
| Nuclear | 3 | 7 | 2,480 | 2,866 | * | * | * | * |
| **Sciences** | | | | | | | | |
| Biological | 6 | N/A | 1,709 | N/A | N/A | * | * | * |
| Chemistry | 16 | 7 | 2,745 | 2,333 | * | * | * | * |
| Computer Science | 76 | 60 | 2,829 | 2,817 | 0.4 | 3,250 | 2,850 | 2,350 |
| Geology & Related Geological Sciences | 12 | 5 | 2,458 | 2,200 | * | * | * | * |
| Mathematics | 11 | 20 | 2,174 | 2,329 | * | * | * | * |
| Physics | 2 | N/A | 2,724 | N/A | N/A | * | * | * |
| | 1,545 | N/A | | | | | | |

[1]One year or less of full-time, nonmilitary employment unless otherwise indicated.
[2]Years of previous full-time, nonmilitary employment.
*Not computed for fewer than 20 offers.
‡ No offers reported.
N/A — No historic data available.

# AVERAGE MONTHLY SALARY OFFERS

## Doctoral Candidates

(Data Combined for Men and Women)

| Graduate Program | Number of Offers March 1988 | Number of Offers March 1987 | Average $ Offers March 1988 | Average $ Offers July 1987 | Percent Change in $ Offers from July 1987 | Percentiles 90th | Percentiles 50th | Percentiles 10th |
|---|---|---|---|---|---|---|---|---|
| **Engineering** | | | | | | | | |
| Aerospace | 3 | N/A | $4,195 | N/A | N/A | * | * | * |
| Chemical | 40 | 54 | 3,692 | $3,605 | 2.4% | $4,083 | $3,750 | $3,416 |
| Civil (incl. Construction, Sanitary, & Transportation Engrg.) | 6 | ‡ | 3,321 | 3,336 | * | * | * | * |
| Electrical (incl. Computer Engrg.) | 40 | 31 | 4,000 | 3,965 | 0.9 | 4,542 | 4,133 | 3,125 |
| Mechanical | 25 | 20 | 3,721 | 3,569 | 4.3 | 4,267 | 3,792 | 3,050 |
| Metallurgical (incl. Metallurgy, Materials Engrg./Science & Ceramics) | 19 | 9 | 3,704 | 3,357 | * | * | * | * |
| **Sciences** | | | | | | | | |
| Biological | 3 | N/A | 1,944 | N/A | N/A | * | * | * |
| Chemistry | 31 | 49 | 3,091 | 3,202 | -3.5 | 3,500 | 3,333 | 2,500 |
| Computer Science | 8 | N/A | 4,094 | N/A | N/A | * | * | * |
| Mathematics | 3 | 6 | 3,320 | 3,328 | * | * | * | * |
| Physics | 9 | 19 | 3,011 | 3,345 | * | * | * | * |
| Polymer | 10 | N/A | 3,247 | N/A | N/A | * | * | * |
| | 197 | N/A | | | | | | |

*Not computed for fewer than 20 offers
‡No offers reported
N/A—No historic data available

# 1987-88 Participating Placement Offices

**ECPO** (Eastern)
Bentley College
Boston College
University of Bridgeport
Brown University
Columbia University
University of Connecticut
Cornell University
CUNY-Bernard M. Baruch
CUNY-Baruch College-Arts & Science
CUNY-City College
CUNY-Hunter College
Dartmouth College
University of Maine-Orono
MIT
MIT-Sloan School of Management
University of Massachusetts-Amherst
Mount Holyoke College
NYU-Grad. School of Business
Pace University-New York City
Pace University-Westchester
Polytechnic University
Rensselaer Polytechnic University
University of Rhode Island
University of Rochester
University of Rochester-W.E. Simon Grad. School of Business
SUNY-Buffalo
Syracuse University
Union College
Williams College
Worcester Polytechnic Institute

**MAPA** (Middle Atlantic)
Bryn Mawr College
Bucknell University
Carnegie-Mellon University
University of Delaware
Fairleigh Dickinson-Teaneck
Georgetown University
George Washington University
Grove City College
Haverford College
Lafayette College
LaSalle University
Lehigh University
Marymount University-Graduate School
New Jersey Institute of Technology
Penn State University
Penn State-Capitol Campus
University of Pennsylvania
University of Pittsburgh
Princeton University
Rutgers University-Camden-Arts & Sciences
Rutgers University-New Brunswick
Villanova University
Virginia State University
West Virginia University

**MCPA** (Midwestern)
University of Akron
Case Western Reserve University
University of Chicago-Grad. Sch. of Business
Cleveland State University
IIT-Illinois Institute of Technology
University of Illinois-Chicago
University of Illinois-Commerce & Business
University of Illinois-Engrg.
University of Illinois-Chemistry & Chemical Engineering
Indiana University
Iowa State University-Agriculture
Iowa State University-Design
Iowa State University-Engrg.
Iowa State University-Home Economics
Iowa State University-Business, Science & Humanities
Iowa State University-Veterinary Medicine
University of Iowa
University of Iowa-Engrg.
University of Kansas-Arts
University of Kansas-Business
University of Kansas-Engrg.
Michigan State University
Michigan Tech University
University of Michigan-Ann Arbor-Engrg.
University of Michigan-Ann Arbor-Business Administration
University of Michigan-Dearborn
University of Minnesota-Carlson Sch. of Mgmt.
University of Missouri-Columbia-Engrg.
University of Missouri-Rolla
University of Missouri-St. Louis
University of North Dakota
Northwestern University
Northwestern University-Kellogg Grad. Sch. of Business
Ohio State University-Arts & Science
Ohio State University-Business
Ohio State University-Engrg.
Ohio University
Purdue University
Southern Illinois University-Carbondale
Southern Illinois University-Edwardsville
Southwest Missouri State University
University of Toledo
Washington University-Sch. of Business
Wayne State University
University of Wisconsin-Madison-Arts
University of Wisconsin-Madison-Business
University of Wisconsin-Madison-Engrg.
Youngstown State University

**RMCPA** (Rocky Mountain)
University of Arizona
Brigham Young University
Colorado School of Mines
Colorado State University
University of Colorado
University of Denver
Kansas State University
Montana State University
University of Montana
University of Nebraska-Lincoln
New Mexico State University
University of New Mexico
Northern Arizona University
University of Northern Colorado
South Dakota School of Mines
Utah State University
University of Utah

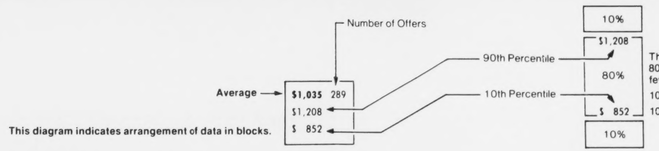
**SCPA** (Southern)
Alabama A&M University
Auburn University
Augusta College
Clemson University
Duke University
Duke University-Grad. Sch. of Business Administration
University of Florida
Georgia Institute of Technology
University of Georgia
University of Kentucky
Mary Washington College
Memphis State University
Mississippi State
University of Mississippi
North Carolina A&T State University
University of North Carolina-Chapel Hill
University of North Carolina-Greensboro
Rollins College
University of South Florida
University of Tennessee-Knoxville
Tulane University
Vanderbilt University
Vanderbilt University-Owen Grad. School of Management
Virginia Tech & State University
University of Virginia
University of Virginia-Colgate Darden Grad. Sch. of Business
Wake Forest University
Wake Forest University-Babcock Grad. Sch. of Management
College of William & Mary

**SWPA** (Southwestern)
University of Arkansas-Fayetteville
Baylor University
University of Houston
Lamar University
Louisiana Tech University
North Texas State University
Oklahoma State University
Oklahoma State University-Engrg.
University of Oklahoma
Southern Methodist University
Texas A & I University
Texas A & M University
Texas Tech University
University of Texas-Arlington
University of Texas-Austin-Business Admin.
University of Texas-Austin-Engrg.
University of Texas-El Paso

**WCPA** (Western)
Arizona State University
California Institute of Technology
California Poly. State University-San Luis Obispo
California State Poly. University-Pomona
California State University-Fresno
California State University-Long Beach
California State University-Sacramento
University of California-Los Angeles
University of Idaho
University of Nevada-Reno
Oregon State University
University of Oregon
Portland State University
San Diego State University
San Jose State University
Santa Clara University
University of Southern California
University of Southern California-Grad. Sch. of Business
Stanford University
Washington State University
University of Washington

# Monthly beginning salary offers to all candidates by curriculum and employer

**Formal Report No. 2 ■ March 1988 ■ Data combined for men and women**




This diagram indicates arrangement of data in blocks.

The 90th and 10th percentiles are those salary offers between which 80 percent of the offers in a category are located. Not computed for fewer than 20 offers.

10 percent of the salary offers are higher than the 90th percentile.

10 percent of the salary offers are lower than the 10th percentile.

**BACHELOR'S DEGREE**

**NON-TECHNICAL**

| CURRICULUM | BUSINESS & SERVICES: Public Accounting | Advertising | Banking | Computer & Data Processing | Consulting Services | Finance | Hotels & Motels (Hospitality) | Insurance | Merchandising (Retail & Wholesale) | Publishing | Research & Development | Restaurants | Transportation Services | Utilities | Other Business Services |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Accounting | $2,002 2385<br>$2,292<br>$1,750 | $1,331 4 | $1,691 27<br>$2,000<br>$1,333 | $2,500 1 | $1,653 3 | $1,870 19 | $1,695 3 | $1,844 10 | $1,752 26<br>$1,958<br>$1,265 | | $1,721 2 | $1,569 6 | $1,882 9 | $1,900 18 | $1,767 29<br>$2,125<br>$1,416 |
| Banking & Finance | $1,984 26<br>$2,208<br>$1,675 | | $1,780 101<br>$2,083<br>$1,500 | $1,831 9 | $1,992 6 | $1,716 62<br>$2,500<br>$1,250 | | $1,735 48<br>$2,083<br>$1,440 | $1,590 32<br>$1,833<br>$1,416 | $2,125 1 | $1,667 1 | $1,588 2 | $1,869 4 | $1,650 1 | $1,857 24<br>$2,125<br>$1,650 |
| Business Administration & Mgmt. | $1,931 19 | $1,333 2 | $1,555 27<br>$2,000<br>$1,250 | $1,755 19 | $2,104 6 | $1,608 17 | $1,446 31<br>$1,540<br>$1,424 | $1,622 40<br>$1,833<br>$1,350 | $1,587 135<br>$1,958<br>$1,200 | $1,578 3 | $1,916 8 | $1,541 18 | $1,768 9 | $2,003 5 | $1,646 54<br>$2,000<br>$1,250 |
| Human Resources (incl. Labor/ Industrial Relations) | $2,917 1 | | $2,000 2 | $1,600 1 | | | | $1,703 8 | $1,535 6 | | | $1,583 2 | $1,250 1 | | $1,458 4 |
| Institutional Management | | | $1,666 1 | | | | $1,486 11 | $1,847 12 | $1,345 8 | | | $1,588 11 | $1,500 1 | | $2,058 2 |
| Management Information Systems | $2,147 15 | | $1,813 4 | $2,042 14 | $2,102 6 | $1,908 4 | $1,791 1 | $2,019 6 | $1,719 9 | $1,683 2 | $2,300 2 | $1,479 2 | $1,936 5 | $2,138 6 | $2,248 9 |
| Marketing & Distribution | $1,790 6 | $1,460 4 | $1,534 9 | $1,696 13 | $1,683 4 | $1,657 9 | $1,508 5 | $1,828 30<br>$2,250<br>$1,541 | $1,636 235<br>$2,042<br>$1,250 | $1,458 1 | $1,775 5 | $1,518 10 | $1,866 14 | $2,584 3 | $1,680 58<br>$2,083<br>$1,100 |
| Economics' | $1,967 11 | | $1,713 20<br>$1,917<br>$1,450 | $1,505 3 | $2,074 20<br>$2,417<br>$1,917 | $2,011 7 | | $1,727 10 | $1,703 17 | | | $1,800 2 | $2,083 2 | $2,360 1 | $1,660 10 |
| Letters (incl. English, Lit., etc.) | $1,666 1 | $2,500 1 | $1,750 1 | | | $1,667 1 | $1,667 1 | | $1,749 5 | $1,250 1 | | $1,333 1 | | | $1,408 8 |
| Humanities - All Other | | $1,225 2 | $1,925 4 | | | | $1,201 3 | | $1,600 31<br>$1,750<br>$1,416 | | | $1,350 2 | | | $1,401 10 |
| Criminal Justice | | | | | | | | $1,741 2 | $1,329 5 | | | | | | $2,053 3 |
| History | $2,500 1 | | $1,833 1 | | | | | | $1,750 1 | $1,375 1 | | $2,083 1 | $2,000 1 | | $1,375 2 |
| Psychology | | | $1,169 3 | | | $1,250 1 | $1,659 2 | $1,353 5 | $1,592 14 | | | | | | $1,208 4 |
| Social Sciences - All Other | | $1,500 1 | $1,597 6 | $1,720 1 | $1,521 2 | | $1,500 1 | $1,612 4 | $1,476 16 | | $1,500 1 | $1,250 4 | $2,000 1 | | $1,278 3 |
| Advertising | | $1,330 9 | | | | | | $2,000 1 | $1,580 7 | $1,542 1 | | $1,236 3 | $1,400 1 | | $1,387 7 |
| Communications | | $1,310 5 | $1,750 1 | $1,594 4 | $1,689 3 | $1,500 1 | $1,271 2 | $1,732 6 | $1,516 22<br>$1,791<br>$1,167 | $1,896 2 | $1,250 1 | $1,687 4 | $1,278 3 | $1,983 1 | $1,582 17 |
| Journalism | | $1,314 2 | $1,750 1 | $1,833 1 | $1,625 2 | | $1,000 1 | $1,851 3 | $1,294 8 | $1,225 2 | | $1,417 1 | | $2,580 1 | $1,346 17 |
| Technical Writing | | | | | | | | | | | $1,167 1 | | | | |

| CURRICULUM | MANUFACTURING ■ INDUSTRIAL: Aerospace | Agriculture, Forestry & Fishing | Automotive & Mechanical Equipment | Bldg. Materials Mfrs. & Construction | Chemicals, Drugs, & Allied Products | Computers & Business Machines | Electrical & Elect. Mach. & Equip. | Food & Beverage Processing | Glass, Paper, Packaging & Allied Products | Metals & Metal Products | Petroleum & Allied Products (incl. Nat. Gas) | Scientific Instruments (incl. Medical) | Textiles | Tire & Rubber & Allied Products |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Accounting | $2,106 7 | $1,854 4 | $1,984 11 | $1,765 2 | $2,061 16 | $2,127 20<br>$2,500<br>$1,800 | $2,022 22<br>$2,167<br>$1,875 | $1,883 13 | $1,980 9 | $1,967 5 | $1,958 95<br>$2,083<br>$1,875 | $2,000 3 | $1,958 1 | $1,925 4 |
| Banking & Finance | $1,964 13 | $1,815 2 | $1,982 8 | $1,666 1 | $2,081 7 | $2,050 7 | $2,043 21<br>$2,166<br>$1,917 | $1,901 13 | $2,053 6 | | $1,906 18 | $2,039 4 | $1,631 3 | $1,458 1 |
| Business Administration & Mgmt. | $1,878 13 | | $2,091 8 | $1,637 4 | $2,119 7 | $1,968 15 | $2,022 18 | $1,904 26<br>$2,325<br>$1,625 | $1,718 6 | $1,880 4 | $1,955 18 | $1,898 8 | $2,010 5 | $1,705 2 |
| Human Resources (incl. Labor/ Industrial Relations) | $1,900 1 | | | | | $1,250 1 | $1,933 1 | | $1,166 1 | $1,417 1 | | | | |
| Institutional Management | | | | | | | | | $1,250 1 | | | | | |
| Management Information Systems | $2,139 14 | $1,250 1 | $2,246 2 | | $2,287 3 | $2,256 18 | $1,939 12 | $2,280 8 | | $1,541 1 | $2,281 18 | $2,304 4 | $2,291 1 | $1,950 1 |
| Marketing & Distribution | $2,288 2 | $2,011 4 | $2,041 20<br>$2,375<br>$1,791 | $1,806 9 | $1,926 24<br>$2,167<br>$1,800 | $1,800 21<br>$1,066<br>$1,500 | $1,877 32<br>$2,041<br>$1,700 | $1,827 25<br>$2,275<br>$1,500 | $1,752 15 | $1,542 2 | $2,007 20<br>$2,100<br>$1,916 | $2,006 10 | $1,797 5 | $2,333 1 |
| Economics' | $2,013 3 | $1,791 3 | $1,583 1 | $2,084 1 | $2,025 2 | $1,500 1 | | $2,083 1 | $1,442 2 | | $1,997 3 | $2,208 1 | | |
| Letters (incl. English, Lit., etc.) | | | | | $2,292 1 | $1,167 1 | | | | | | | $2,429 1 | |
| Humanities - All Other | | | $ 750 1 | | | $1,555 3 | | | | | | | | $1,000 1 |
| Criminal Justice | | | $1,083 1 | | | | | | | | | | | |
| History | | $1,791 1 | | | | | | | | | | | | |
| Psychology | | | $2,083 1 | $1,200 1 | $1,250 1 | | $2,450 1 | $2,250 1 | | | | $1,820 1 | | |
| Social Sciences - All Other | | | $2,520 5 | | | $1,250 1 | $2,042 2 | $2,146 2 | | | | $2,167 3 | $1,759 2 | |
| Advertising | | | | | $1,867 1 | | | $1,957 2 | $1,500 1 | | | | | |
| Communications | | | | | $1,954 2 | $1,681 2 | $1,750 1 | $2,003 3 | $1,458 2 | $1,616 1 | | $1,930 3 | $2,303 1 | $1,900 1 |
| Journalism | | | $1,833 1 | | | $1,500 1 | | $1,853 3 | $1,500 1 | | | $1,917 2 | | |
| Technical Writing | | | | | | | $2,333 1 | $2,569 3 | | | | | | |

| CURRICULUM | GOV'T ■ NON-PROFIT: Education | Health Services | Non-Profit Organizations | Federal Government | Local/State Government |
|---|---|---|---|---|---|
| Accounting | $ $1,557 9 | $1,709 14 | $1,840 2 | $1,573 42<br>$1,625<br>$1,235 | $1,676 37<br>$1,850<br>$1,500 |
| Banking & Finance | | $1,953 8 | $1,525 1 | $1,729 11 | $1,682 4 |
| Business Administration & Mgmt. | $1,699 10 | $1,801 8 | $1,571 3 | $1,617 6 | $1,525 3 |
| Human Resources (incl. Labor/ Industrial Relations) | | $1,544 3 | | $1,349 4 | $1,541 1 |
| Institutional Management | | $1,742 4 | | $1,370 4 | $1,400 1 |
| Management Information Systems | $1,628 2 | $1,625 2 | | $1,701 2 | $1,739 4 |
| Marketing & Distribution | $2,375 1 | $1,921 12 | $1,000 1 | $1,465 6 | |
| Economics' | $1,375 2 | | $2,000 1 | $1,549 8 | $1,763 1 |
| Letters (incl. English, Lit., etc.) | $2,167 2 | $1,625 3 | | $1,535 3 | $1,533 1 |
| Humanities - All Other | $1,558 3 | $1,364 3 | $1,322 5 | $1,540 4 | $1,338 4 |
| Criminal Justice | $ 870 1 | | | $1,716 3 | $1,690 13 |
| History | | | | | $1,583 1 |
| Psychology | $1,266 3 | $1,463 10 | $1,322 6 | $1,541 4 | $1,699 8 |
| Social Sciences - All Other | $1,503 3 | $1,957 9 | $1,314 7 | $1,537 3 | $1,596 26<br>$2,167<br>$1,300 |
| Advertising | | $2,050 1 | | | |
| Communications | $1,153 5 | $1,719 4 | $1,600 1 | $1,494 4 | |
| Journalism | $1,127 2 | $1,593 2 | | | $1,300 1 |
| Technical Writing | $1,667 1 | | | | |

TECHNICAL

| CURRICULUM | BUSINESS & SERVICES | | | | | | | | | | | | | | MANUFACTURING ■ INDUSTRIAL | | | | | | | | | | | | GOV'T ■ NON-PROFIT | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Public Accounting | Advertising | Banking | Computer & Data Processing | Consulting Services | Finance | Hotels & Motels (Hospitality) | Insurance | Merchandising (Retail & Wholesale) | Publishing | Research & Development | Restaurants | Transportation Services | Utilities | Other Business Services | Aerospace | Agriculture, Forestry & Fishing | Automotive & Mechanical Equipment | Bldg. Materials Mfrs. & Construction | Chemicals, Drugs, & Allied Products | Computers & Business Machines | Electrical & Elect. Mach. & Equip. | Food & Beverage Processing | Glass, Paper, Packaging & Allied Products | Metals & Metal Products | Petroleum & Allied Products (incl. Nat. Gas) | Scientific Instruments (incl. Medical) | Textiles | Tire & Rubber & Allied Products | Education | Health Services | Non-Profit Organizations | Federal Government | Local/State Government |
| **BACHELOR'S DEGREE** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Aerospace & Aeronautical** | | | $1,600 1 | | $2,500 1 | $1,333 1 | | $1,625 1 | | | $2,876 1 | | $1,533 3 | | | $2,417 117<br>$2,600<br>$2,275 | | $2,357 4 | | | $2,400 1 | $2,375 2 | | | | | | | | | | $1,868 13 | $1,563 2 |
| **Agricultural** | $2,250 1 | | | | | | | | | | | | | | | | $1,666 1 | $2,525 1 | $2,100 2 | | | | $2,164 3 | | $2,550 1 | $2,300 1 | | $2,750 1 | | | | | $2,311 1 | |
| **Bioengineering & Biomedical** | | | | | | | | | | | | | | | | | | | | | | | | $2,463 2 | | | | | | | | | | |
| **Chemical** | | | | | $2,388 8 | | | $2,208 1 | | $2,600 1 | $2,083 1 | $2,250 1 | | $2,440 1 | $2,333 1 | $2,451 8 | $2,667 4 | $2,551 10 | $2,055 5 | $2,598 185<br>$2,708<br>$2,475 | $2,482 7 | $2,607 14 | $2,484 21<br>$2,583<br>$2,417 | $2,521 27<br>$2,650<br>$2,400 | $2,667 1 | $2,649 87<br>$2,750<br>$2,550 | $2,586 9 | $2,625 1 | $2,620 5 | | | | $1,970 8 | $2,078 2 |
| **Civil (incl. Construc., Sanitary, & Transpor. Engrg.)** | $2,166 1 | | | | $2,075 31<br>$2,200<br>$1,900 | | | | | | $2,116 4 | | $1,920 12 | $2,373 15 | $2,400 4 | $2,400 7 | $1,992 2 | $2,195 5 | $2,104 63<br>$2,400<br>$1,844 | $2,442 3 | | $2,300 2 | $2,458 1 | | $2,550 1 | $2,491 18 | | | | | | $1,938 30<br>$2,083<br>$1,625 | $1,966 120<br>$2,290<br>$1,737 |
| **Electrical (incl. Computer Engrg.)** | $2,473 33<br>$2,750<br>$2,292 | | | $2,463 14 | $2,459 29<br>$2,658<br>$2,200 | $2,509 9 | | $2,026 2 | $1,617 3 | $2,659 6 | $2,416 25<br>$2,716<br>$2,000 | | $2,411 3 | $2,461 107<br>$2,653<br>$2,275 | $2,566 44<br>$2,717<br>$2,292 | $2,490 311<br>$2,630<br>$2,300 | | $2,444 75<br>$2,575<br>$2,247 | $2,257 15 | $2,564 25<br>$2,650<br>$2,480 | $2,500 152<br>$2,700<br>$2,252 | $2,472 409<br>$2,700<br>$2,200 | $2,682 10 | $2,552 20<br>$2,675<br>$2,458 | $2,535 35<br>$2,625<br>$2,450 | $2,623 46<br>$2,750<br>$2,417 | $2,492 8 | $2,625 1 | $2,604 7 | $2,276 3 | $2,084 2 | | $2,024 130<br>$2,416<br>$1,605 | $2,254 23<br>$2,445<br>$2,150 |
| **Geological** | | | | | $1,833 1 | | | | $1,500 3 | | | | | | | | | | $2,084 2 | | | | | | | $2,761 2 | | | | | | | |
| **Industrial** | $2,393 38<br>$2,750<br>$2,083 | | $2,278 3 | $2,575 1 | $2,358 30<br>$2,567<br>$2,000 | | | $2,063 2 | $1,980 4 | | $4,000 1 | | $2,250 2 | $2,385 13 | $2,550 4 | $2,356 51<br>$2,252<br>$2,170 | | $2,430 23<br>$2,580<br>$2,171 | $2,255 16 | $2,451 13 | $2,411 25<br>$2,574<br>$2,215 | $2,344 47<br>$2,550<br>$2,083 | $2,533 16 | $2,371 7 | $2,233 8 | $1,980 2 | $2,328 3 | $2,248 4 | $2,225 2 | | $2,333 1 | | $2,036 15 | $2,000 1 |
| **Mechanical** | $2,344 11 | | | $2,467 3 | $2,278 14 | $2,500 1 | | $2,421 2 | $2,209 2 | $2,366 3 | $2,473 9 | | $2,208 2 | $2,553 27<br>$2,691<br>$2,390 | $2,580 3 | $2,471 202<br>$2,667<br>$2,318 | $2,029 2 | $2,404 170<br>$2,583<br>$2,100 | $2,349 26<br>$2,500<br>$2,083 | $2,544 72<br>$2,683<br>$2,425 | $2,488 31<br>$2,667<br>$2,370 | $2,478 119<br>$2,617<br>$2,300 | $2,470 26<br>$2,600<br>$2,333 | $2,542 22<br>$2,675<br>$2,292 | $2,436 33<br>$2,600<br>$2,291 | $2,611 82<br>$2,708<br>$2,424 | $2,416 10 | $2,496 4 | $2,606 12 | | $2,445 3 | $1,583 1 | $2,032 46<br>$2,333<br>$1,606 | $2,349 6 |
| **Metallurgical (incl. Metallurgy, & Ceramic Engrg.)** | | | | | $2,290 4 | | | | | | | | | | | $2,466 13 | | $2,487 10 | | $2,436 4 | $2,530 4 | $2,438 2 | | | $2,531 19 | $2,717 2 | | | | | | $1,617 5 | |
| **Mining & Mineral** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Nuclear** | | | | | | | | | | | $2,333 1 | | | $2,572 3 | | | | | | | | $2,733 1 | | | | | | | | | | $1,989 2 | $2,038 2 |
| **Petroleum** | | | | | | | | | | | | | | | | | | $2,716 1 | | | | | | | | $2,822 40<br>$2,950<br>$2,650 | | | | | | | |
| **Engineering Technology** | | | | $1,500 1 | $2,667 1 | | | | | | | | | $2,731 2 | | $2,215 22<br>$2,400<br>$1,896 | | $2,616 10 | $2,024 6 | | $2,275 2 | $1,990 10 | $2,584 2 | $2,292 4 | $2,279 7 | $2,050 2 | $2,264 1 | | | | | $2,050 2 | $1,667 1 |
| **Agricultural Sciences** | | | $1,499 2 | | | | $1,512 1 | | $1,611 3 | | | $1,625 1 | | | $1,600 1 | | $1,578 24<br>$1,792<br>$1,259 | $2,458 1 | $1,917 2 | $1,946 4 | | | $1,866 24<br>$2,250<br>$1,541 | $1,650 1 | | $2,583 1 | | | | $1,121 3 | $2,300 1 | $1,250 1 | $1,296 2 | $1,650 1 |
| **Architectural & Environmental Design** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | $1,300 1 | |
| **Biological Sciences** | | | | | | $1,667 1 | | | | | | | | | | | $1,333 1 | | | $1,333 1 | | $2,390 1 | $1,550 1 | | | | $1,896 2 | | | $1,462 2 | $1,861 3 | $1,250 1 | $1,873 2 | $2,039 3 |
| **Chemistry** | | | | | | | | | | | $1,879 6 | | | $2,370 1 | | | | | | $2,113 15 | | | $2,000 1 | | | $2,250 1 | | | | | $1,708 2 | $1,958 1 | $2,667 1 | |
| **Computer Science** | $2,198 34<br>$2,500<br>$1,916 | $1,584 2 | $2,065 8 | $2,130 57<br>$2,542<br>$1,667 | $2,197 17 | $2,324 6 | | $2,114 17 | $1,979 18 | $1,800 1 | $2,449 15 | $1,400 1 | $2,203 14 | $2,260 20<br>$2,583<br>$1,950 | $2,153 25<br>$2,583<br>$1,850 | $2,287 60<br>$2,550<br>$2,083 | $1,791 1 | $2,206 16 | $1,851 5 | $2,288 22<br>$2,475<br>$2,125 | $2,391 96<br>$2,650<br>$2,083 | $2,362 43<br>$2,583<br>$2,000 | $2,222 7 | $2,177 5 | $2,225 1 | $2,336 43<br>$2,475<br>$2,216 | $2,470 5 | $1,966 5 | $2,250 3 | $1,685 6 | $2,198 6 | $1,421 1 | $1,823 22<br>$2,214<br>$1,425 | $1,653 5 |
| **Mathematics** | $2,233 10 | | | $2,329 7 | $2,158 5 | $2,006 7 | $1,750 1 | $2,350 18 | | | $1,890 2 | | $1,900 1 | $2,041 1 | $2,478 2 | $2,353 7 | | $2,252 3 | | $2,125 2 | $2,284 8 | $2,134 7 | | | | | | | | | | $1,720 6 | |

TECHNICAL

| CURRICULUM | BUSINESS & SERVICES: Public Accounting | Advertising | Banking | Computer & Data Processing | Consulting Services | Finance | Hotels & Motels (Hospitality) | Insurance | Merchandising (Retail & Wholesale) | Publishing | Research & Development | Restaurants | Transportation Services | Utilities | Other Business Services |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **BACHELOR'S DEGREE** | | | | | | | | | | | | | | | |
| Allied Health Professions | | | | | | | | | | | | | | | |
| Nursing | | | | | | | | | | | | | | | |
| Pharmacy | | | | | | | | | | | | | | | |
| Physics | | | | $2,792 1 | | | | | | | | | | | $1,200 1 |
| Other Physical & Earth Sciences | | | | | | | | | | | | | | | |
| Renewable Natural Resources | | | | | | | | | $1,500 1 | | | | | | |
| **BACHELOR'S SUMMARY** | | | | | | | | | | | | | | | |
| Nontechnical Curricula | $2,002 2465<br>$2,292<br>$1,750 | $1,381 30<br>$1,833<br>$ 960 | $1,713 208<br>$2,083<br>$1,292 | $1,803 66<br>$2,458<br>$1,416 | $1,956 52<br>$2,375<br>$1,583 | $1,738 121<br>$2,250<br>$1,333 | $1,462 61<br>$1,667<br>$1,125 | $1,737 185<br>$2,083<br>$1,440 | $1,607 577<br>$2,000<br>$1,200 | $1,578 14 | $1,801 21<br>$2,200<br>$1,300 | $1,532 69<br>$1,750<br>$1,250 | $1,809 51<br>$2,175<br>$1,333 | $2,038 36<br>$2,400<br>$1,650 | $1,652 261<br>$2,125<br>$1,100 |
| Technical Curricula | $2,342 128<br>$2,750<br>$2,042 | $1,584 2 | $1,996 14 | $2,220 84<br>$2,600<br>$1,792 | $2,281 141<br>$2,583<br>$2,000 | $2,243 25<br>$2,500<br>$1,682 | $1,631 2 | $2,211 43<br>$2,585<br>$1,834 | $1,872 34<br>$2,333<br>$1,333 | $2,495 11 | $2,372 65<br>$2,717<br>$1,958 | $1,758 3 | $2,068 37<br>$2,260<br>$1,782 | $2,442 190<br>$2,666<br>$2,205 | $2,404 85<br>$2,717<br>$2,000 |
| **MASTER'S DEGREE - INEXPERIENCED** | | | | | | | | | | | | | | | |
| MBA — Nontechnical Undergraduate Degree | $2,406 60<br>$2,750<br>$1,958 | $3,083 1 | $2,877 32<br>$4,167<br>$2,083 | $3,050 4 | $2,986 11 | $2,039 7 | | $2,433 5 | $2,042 3 | $2,833 1 | $2,719 2 | | $1,500 1 | $3,060 5 | $2,276 8 |
| MBA — Technical Undergraduate Degree | $2,536 13 | $3,625 3 | $3,473 8 | $2,875 2 | $4,347 6 | $4,375 1 | | $2,977 3 | | | | | | $3,687 1 | |

| CURRICULUM | MANUFACTURING ■ INDUSTRIAL: Aerospace | Agriculture, Forestry & Fishing | Automotive & Mechanical Equipment | Bldg. Materials Mfrs. & Construction | Chemicals, Drugs, & Allied Products | Computers & Business Machines | Electrical & Elect. Mach. & Equip. | Food & Beverage Processing | Glass, Paper, Packaging & Allied Products | Metals & Metal Products | Petroleum & Allied Products (incl. Nat. Gas) | Scientific Instruments (incl. Medical) | Textiles | Tire & Rubber & Allied Products | GOV'T ■ NON-PROFIT: Education | Health Services | Non-Profit Organizations | Federal Government | Local/State Government |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **BACHELOR'S DEGREE** | | | | | | | | | | | | | | | | | | | |
| Allied Health Professions | | | | | $2,038 2 | | | | | | | | | | $1,750 1 | $2,062 46<br>$2,667<br>$1,583 | $2,067 2 | | |
| Nursing | | | | | | | | | | | | | | | | $1,972 64<br>$2,364<br>$1,583 | | $1,932 1 | $1,667 1 |
| Pharmacy | | | | | $2,273 5 | | | | | | | | | | | $2,859 7 | | | |
| Physics | $2,429 3 | | | | | | $2,575 2 | | | | | | | | | | | $2,076 2 | |
| Other Physical & Earth Sciences | | $1,912 2 | | | | | | $1,167 1 | | | $2,307 3 | | | | $1,573 2 | $2,083 1 | | $1,233 1 | |
| Renewable Natural Resources | | $1,120 1 | | | | | | | $1,666 1 | | | | | | | | | | $1,541 1 |
| **BACHELOR'S SUMMARY** | | | | | | | | | | | | | | | | | | | |
| Nontechnical Curricula | $2,022 53<br>$2,291<br>$1,750 | $1,833 15 | $2,028 59<br>$2,525<br>$1,583 | $1,738 18 | $2,013 64<br>$2,282<br>$1,800 | $1,973 91<br>$2,500<br>$1,500 | $1,979 111<br>$2,250<br>$1,700 | $1,944 100<br>$2,325<br>$1,521 | $1,771 44<br>$2,100<br>$1,346 | $1,786 14 | $1,993 172<br>$2,200<br>$1,875 | $2,020 39<br>$2,250<br>$1,750 | $1,917 19 | $1,796 11 | $1,528 44<br>$2,000<br>$1,000 | $1,749 83<br>$2,167<br>$1,150 | $1,417 27<br>$1,917<br>$ 917 | $1,566 104<br>$1,833<br>$1,235 | $1,636 105<br>$2,083<br>$1,300 |
| Technical Curricula | $2,440 801<br>$2,626<br>$2,250 | $1,745 38<br>$2,583<br>$1,259 | $2,415 329<br>$2,600<br>$2,100 | $2,165 142<br>$2,500<br>$1,833 | $2,515 353<br>$2,708<br>$2,242 | $2,453 326<br>$2,667<br>$2,188 | $2,449 659<br>$2,673<br>$2,200 | $2,327 113<br>$2,667<br>$1,750 | $2,471 89<br>$2,675<br>$2,167 | $2,462 106<br>$2,650<br>$2,240 | $2,595 330<br>$2,800<br>$2,292 | $2,441 38<br>$2,650<br>$2,264 | $2,300 16 | $2,545 29<br>$2,667<br>$2,400 | $1,654 17 | $2,070 136<br>$2,791<br>$1,578 | $1,657 7 | $1,972 290<br>$2,391<br>$1,600 | $2,000 168<br>$2,375<br>$1,667 |
| **MASTER'S DEGREE - INEXPERIENCED** | | | | | | | | | | | | | | | | | | | |
| MBA — Nontechnical Undergraduate Degree | $2,361 7 | $2,333 1 | | | $2,590 6 | $2,543 8 | $2,634 9 | $2,619 3 | $2,263 4 | $2,500 1 | $2,555 3 | $2,600 4 | | $2,400 1 | $2,833 2 | $2,891 3 | | $1,989 5 | $2,206 5 |
| MBA — Technical Undergraduate Degree | $2,500 1 | | | | $3,381 7 | $2,763 3 | $2,533 2 | $2,700 1 | $2,650 1 | $2,850 2 | $2,252 2 | $2,517 2 | $2,750 1 | $2,800 1 | | $2,541 1 | | | |

A3940-2-U

The College Placement Council
62 Highland Avenue / Bethlehem, PA 18017

# CPC Salary Survey

A study of 1987-1988 beginning offers / July 1988

As the job market grows, optimism remains high for this year's college graduates. A strong recruiting season has led to salary offers that are substantially greater than last year.

Business disciplines reported increased salary offers this year compared with last July. Salary averages for accounting graduates climbed to $2,010 a month, 10.9 percent higher than last year. Graduates in business administration received a 4.1 percent rise to a monthly average of $1,772, while marketing and distribution graduates garnered 3.6 percent higher salary offers with an average of $1,757 per month. Strong salary offers for banking and finance graduates continued with a current monthly average of $1,901. Despite a slow start for economics graduates this season, dollar offers rose 4.1 percent since last July's figures to $2,051.

Starting salaries in engineering disciplines also showed a gain since last July, most by two percent or more. Electrical engineers averaged $2,474 a month, a 2.7 percent jump. Chemical and mechanical engineers both encountered 3.9 percent higher salary offers this year with monthly averages of $2,584 and $2,451, respectively. Once again, the biggest boost in average salary offers in this industry went to petroleum engineers. They garnered $2,672 a month, 4.1 percent more than last July.

Dollar amounts for computer science graduates continued to climb throughout the recruiting year, now up 3.6 percent since last July with a monthly pay of $2,276. Computer programming positions averaged $2,230 per month, 3.8 percent higher.

Forty-eight percent of all job offers made at the bachelor's-degree level were extended to nontechnical graduates, while technical degree graduates received 52 percent. The greatest number of offers to nontechnical graduates (40 percent) came from public accounting employers. Their average dollar offer to these graduates was $2,045 a month. Employers in the electrical and electronic machinery and equipment industry provided the most job offers to technical graduates (16 percent), at an average monthly pay of $2,465.

There was no significant difference in the average salary offers made to men and women in the engineering disciplines, but men experienced higher dollar amounts in other areas such as business administration, marketing and distribution, economics, and several science disciplines. However, women's salaries were slightly higher than men's in computer science.

Sales occupations offered this year's graduates upgraded starting salaries in both the retail/wholesale and technical areas. Average dollar amounts for retail/wholesale positions rose 4.5 percent with an average of $1,776 a month, while technical sales showed a 6 percent jump with an average monthly pay of $2,037. Salaries for communications occupations increased 8.1 percent since last July. The monthly average in 1988 was $1,635. Production positions showed the biggest hike—8.7 percent higher starting salaries at $2,084 a month.

Despite the previously reported decline for inexperienced MBA candidates with nontechnical undergraduate degrees, starting offers increased by 5

*(continued on page 11)*

## SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

The study surveys a fairly consistent population which includes 187 placement offices at 154 colleges and universities throughout the United States. Offers are reported from employing organizations in business, industry, government, and nonprofit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

The *Survey* is available only to members and *Salary Survey* subscribers of the College Placement Council and is intended for the professional use of its constituents. Reports are issued in January, March, July and September.

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## AVERAGE MONTHLY SALARY OFFERS

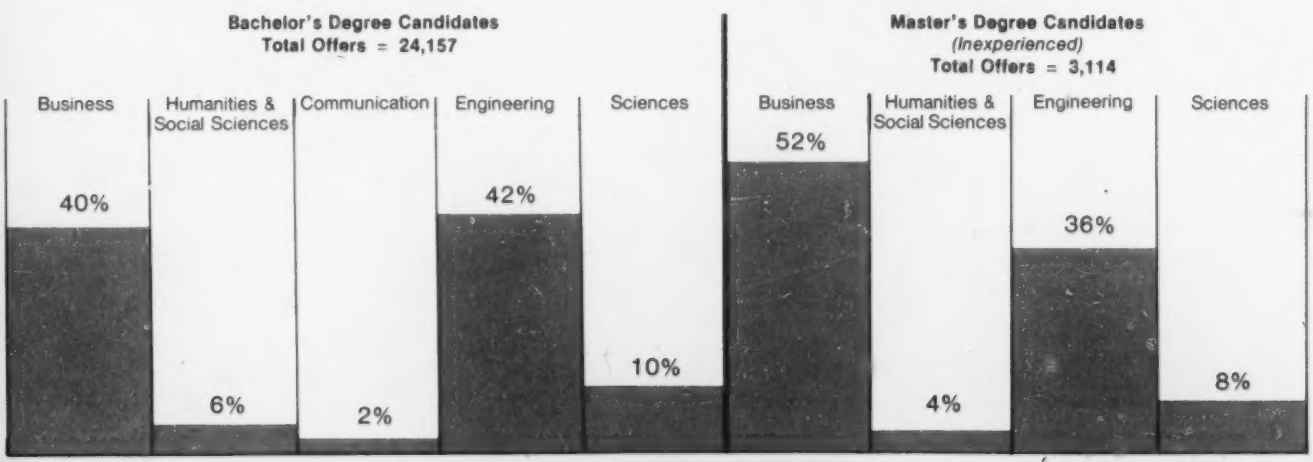
### Bachelor's Degree Candidates

(Data Combined for Men and Women)

| By Occupational Title For All Types of Employers | Number of Offers | | Average $ Offers | | Percent Change in $ Offers from July 1987 | Percentiles | | |
|---|---|---|---|---|---|---|---|---|
| | July 1988 | July 1987 | July 1988 | July 1987 | | 90th | 50th | 10th |
| **Administrative & Management Occupations** | | | | | | | | |
| Accountants & Auditors | 5,432 | 5,446 | $2,007 | $1,815 | 10.6% | $2,317 | $2,000 | $1,730 |
| Banking Occupations | 527 | 395 | 1,815 | 1,889 | -3.9 | 2,250 | 1,750 | 1,500 |
| Business Administration | 408 | 437 | 1,691 | 1,652 | 2.4 | 2,200 | 1,666 | 1,167 |
| Consultants | 833 | 609 | 2,265 | 2,157 | 5.0 | 2,666 | 2,250 | 1,958 |
| Financial Analysts | 657 | 540 | 2,160 | 2,215 | -2.5 | 2,625 | 2,125 | 1,600 |
| Human Resources | 165 | 131 | 1,630 | 1,555 | 4.8 | 2,083 | 1,583 | 1,208 |
| Management Trainee | 1,764 | 2,029 | 1,747 | 1,666 | 4.9 | 2,316 | 1,667 | 1,333 |
| **Computer & Mathematical Occupations** | | | | | | | | |
| Computer Programmers | 904 | 1,060 | 2,230 | 2,149 | 3.8 | 2,583 | 2,273 | 1,800 |
| Computer Scientists (incl. Systems Analysts) | 820 | 1,213 | 2,298 | 2,243 | 2.4 | 2,600 | 2,312 | 1,950 |
| Mathematician/Statisticans | 162 | 191 | 2,263 | 2,153 | 5.1 | 2,625 | 2,333 | 1,750 |
| **Marketing & Sales Occupations** | | | | | | | | |
| Advertising/Marketing | 560 | 636 | 1,849 | 1,807 | 2.3 | 2,500 | 1,833 | 1,300 |
| Retail/Wholesale Sales | 787 | 1,105 | 1,776 | 1,699 | 4.5 | 2,166 | 1,792 | 1,375 |
| Technical Sales | 326 | 341 | 2,037 | 1,922 | 6.0 | 2,500 | 2,000 | 1,500 |
| **All Other Occupations** | | | | | | | | |
| Agriculture & Natural Resource Occupations | 104 | 67 | 1,678 | 1,617 | 3.8 | 2,250 | 1,572 | 1,233 |
| Communications Occupations | 99 | 115 | 1,635 | 1,512 | 8.1 | 2,400 | 1,500 | 1,000 |
| Engineers (Engrg. Degree Required) | 9,361 | 9,876 | 2,437 | 2,364 | 3.1 | 2,700 | 2,500 | 2,029 |
| Health-Related Occupations | 195 | N/A | 2,187 | N/A | N/A | 3,000 | 2,083 | 1,400 |
| Insurance Occupations | 359 | N/A | 1,809 | N/A | N/A | 2,180 | 1,791 | 1,500 |
| Law Enforcement Occupations | 26 | N/A | 1,763 | N/A | N/A | 2,500 | 1,710 | 1,235 |
| Nurses | 173 | N/A | 1,974 | N/A | N/A | 2,400 | 1,932 | 1,583 |
| Production Occupations | 169 | 166 | 2,084 | 1,917 | 8.7 | 2,600 | 2,110 | 1,583 |
| Real Estate Occupations | 39 | N/A | 1,887 | N/A | N/A | 2,416 | 1,852 | 1,333 |
| Researchers—Nonscientific | 59 | 21 | 2,069 | 2,043 | 1.3 | 2,917 | 2,000 | 1,333 |
| Researchers—Scientific | 85 | 29 | 2,180 | 2,180 | 0.0 | 2,600 | 2,225 | 1,730 |
| Social Workers & Recreational Workers | 87 | 84 | 1,392 | 1,302 | 6.9 | 1,750 | 1,416 | 1,000 |
| Transportation & Distribution Occupations | 56 | 106 | 1,916 | 1,874 | 2.2 | 2,292 | 1,985 | 1,400 |
| | 24,157 | N/A | | | | | | |

N.A — No historic data available. ‡ No offers reported.
*Not computed for fewer than 20 offers.

## PROPORTION OF OFFERS BY CURRICULAR AREA



## AVERAGE MONTHLY SALARY OFFERS

### Bachelor's Degree Candidates

| By Curriculum For All Types of Employers | Men — Number of Offers July 1988 | Men — Number of Offers July 1987 | Men — Avg. Dollar Offer July 1988 | Men — Avg. Dollar Offer July 1987 | Women — Number of Offers July 1988 | Women — Number of Offers July 1987 | Women — Avg. Dollar Offer July 1988 | Women — Avg. Dollar Offer July 1987 |
|---|---|---|---|---|---|---|---|---|
| **Business** | | | | | | | | |
| Accounting | 2,565 | 2,793 | $2,019 | $1,817 | 2,699 | 2,685 | $2,001 | $1,807 |
| Banking & Finance | 746 | N/A | 1,915 | N/A | 455 | N/A | 1,877 | N/A |
| Business Administration | 717 | 993 | 1,789 | 1,739 | 568 | 795 | 1,749 | 1,653 |
| Human Resources (incl. Labor/Industrial Relations | 45 | N/A | 1,634 | N/A | 70 | N/A | 1,675 | N/A |
| Institutional Management | 32 | N/A | 1,713 | N/A | 49 | N/A | 1,621 | N/A |
| Management Information Systems | 211 | 293 | 2,058 | 1,975 | 215 | 231 | 2,105 | 1,983 |
| Marketing & Distribution | 647 | 914 | 1,797 | 1,716 | 680 | 938 | 1,719 | 1,678 |
| **Humanities & Social Sciences** | | | | | | | | |
| Economics[1] | 357 | 432 | 2,069 | 2,007 | 246 | 265 | 2,024 | 1,910 |
| Letters (incl. English, Lit., etc.) | 24 | N/A | 1,882 | N/A | 53 | N/A | 1,649 | N/A |
| Humanities - All Other | 71 | N/A | 1,789 | N/A | 140 | N/A | 1,549 | N/A |
| Criminal Justice | 24 | N/A | 1,654 | N/A | 10 | N/A | 1,557 | N/A |
| History | 50 | N/A | 2,117 | N/A | 38 | N/A | 1,790 | N/A |
| Psychology | 71 | N/A | 1,792 | N/A | 97 | N/A | 1,667 | N/A |
| Social Sciences - All Other | 147 | N/A | 1,919 | N/A | 186 | N/A | 1,851 | N/A |
| **Communications** | | | | | | | | |
| Advertising | 20 | N/A | 1,827 | N/A | 42 | N/A | 1,442 | N/A |
| Communications | 101 | N/A | 1,692 | N/A | 130 | N/A | 1,629 | N/A |
| Journalism | 45 | N/A | 1,557 | N/A | 62 | N/A | 1,486 | N/A |
| Technical Writing | 7 | N/A | 2,368 | N/A | 5 | N/A | 2,083 | N/A |
| **Engineering** | | | | | | | | |
| Aerospace & Aeronautical | 313 | 300 | 2,349 | 2,334 | 48 | 43 | 2,372 | 2,405 |
| Agricultural | 31 | N/A | 2,144 | N/A | 5 | N/A | 1,866 | N/A |
| Biomedical & Bioengineering | 6 | N/A | 2,268 | N/A | 4 | N/A | 2,515 | N/A |
| Chemical | 720 | 726 | 2,576 | 2,482 | 419 | 344 | 2,597 | 2,499 |
| Civil (incl. Construction, Sanitary, & Transportation Engrg.) | 752 | 654 | 2,125 | 2,036 | 142 | 163 | 2,090 | 2,042 |
| Electrical (incl. Computer Engrg.) | 3,288 | 3,770 | 2,472 | 2,412 | 632 | 757 | 2,486 | 2,402 |
| Geological | 13 | 15 | 2,003 | 1,869 | 6 | 5 | 2,204 | 2,284 |
| Industrial | 475 | 403 | 2,375 | 2,263 | 265 | 323 | 2,381 | 2,313 |
| Mechanical | 2,048 | 2,073 | 2,445 | 2,351 | 418 | 387 | 2,485 | 2,396 |
| Metallurgical (incl. Metallurgy & Ceramic Engrg.) | 108 | 103 | 2,466 | 2,400 | 43 | 54 | 2,406 | 2,450 |
| Mining & Mineral | 2 | 8 | 2,370 | 2,232 | + | 1 | * | 2,306 |
| Nuclear (incl. Engrg. Physics) | 19 | 28 | 2,361 | 2,367 | 1 | 6 | 2,609 | 2,435 |
| Petroleum | 137 | 50 | 2,644 | 2,566 | 17 | 10 | 2,894 | 2,576 |
| Engineering Technology | 225 | 245 | 2,288 | 2,186 | 42 | 9 | 2,304 | 2,144 |
| **Sciences** | | | | | | | | |
| Agricultural Sciences | 105 | 93 | 1,730 | 1,671 | 30 | 31 | 1,530 | 1,580 |
| Architectural & Environmental Design | 1 | N/A | 1,300 | N/A | + | N/A | * | N/A |
| Biological | 23 | 43 | 1,826 | 1,906 | 51 | 30 | 1,721 | 1,693 |
| Chemistry | 47 | 23 | 2,206 | 2,186 | 20 | 13 | 2,159 | 2,033 |
| Computer Science | 884 | 1,201 | 2,273 | 2,212 | 505 | 693 | 2,280 | 2,169 |
| Mathematics | 152 | 195 | 2,301 | 2,220 | 152 | 157 | 2,173 | 2,089 |
| Allied Health Professions | 23 | N/A | 2,255 | N/A | 48 | N/A | 1,869 | N/A |
| Nursing | 6 | N/A | 2,172 | N/A | 172 | N/A | 1,952 | N/A |
| Pharmacy | 23 | N/A | 2,729 | N/A | 52 | N/A | 2,770 | N/A |
| Physics | 20 | N/A | 2,452 | N/A | 4 | N/A | 2,012 | N/A |
| Other Physical & Earth Sciences | 17 | N/A | 1,747 | N/A | 8 | N/A | 1,921 | N/A |
| Renewable Natural Resources | 9 | N/A | 1,742 | N/A | 1 | N/A | 1,260 | N/A |
| | 15,327 | N/A | | | 8,830 | N/A | | |

N/A — No historic data available
[1]Includes economics programs with both business and social science orientation
‡No offers reported
*Not computed for fewer than 20 offers

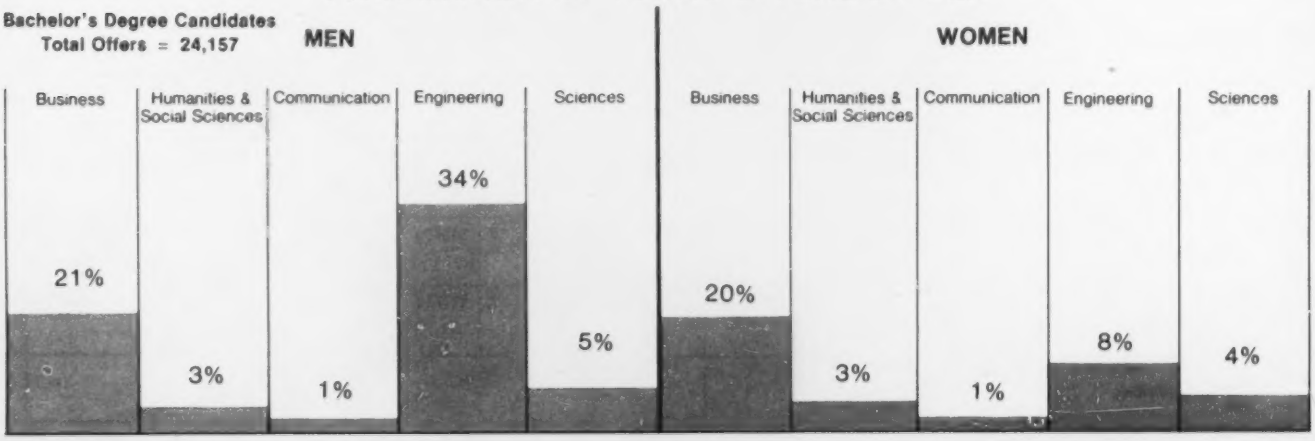
# AVERAGE MONTHLY SALARY OFFERS

## Bachelor's Degree Candidates

| By Functional Area For All Types of Employers | Number of Offers | | Avg. Dollar Offer | | Number of Offers | | Avg. Dollar Offer | |
|---|---|---|---|---|---|---|---|---|
| | July 1988 | July 1987 | July 1988 | July 1987 | July 1988 | July 1987 | July 1988 | July 1987 |
| **Administrative & Management Occupations** | | | | | | | | |
| Accountants & Auditors | 2,666 | 2,783 | $2,015 | $1,820 | 2,766 | 2,663 | $1,999 | $1,809 |
| Banking Occupations | 293 | 197 | 1,829 | 1,923 | 234 | 198 | 1,797 | 1,856 |
| Business Administration | 151 | 155 | 1,801 | 1,773 | 257 | 282 | 1,627 | 1,585 |
| Consultants | 496 | 385 | 2,303 | 2,194 | 337 | 224 | 2,210 | 2,094 |
| Financial Analysts | 415 | 322 | 2,191 | 2,277 | 242 | 218 | 2,107 | 2,124 |
| Human Resources | 57 | 49 | 1,709 | 1,701 | 108 | 82 | 1,588 | 1,468 |
| Management Trainee | 927 | 1,056 | 1,786 | 1,707 | 837 | 973 | 1,704 | 1,622 |
| **Computer & Mathematical Occupations** | | | | | | | | |
| Computer Programmers | 551 | 679 | 2,232 | 2,163 | 353 | 381 | 2,228 | 2,125 |
| Computer Scientists (incl. Systems Analysts) | 489 | 717 | 2,305 | 2,282 | 331 | 496 | 2,288 | 2,187 |
| Mathematician/Statisticans | 84 | 117 | 2,328 | 2,218 | 78 | 74 | 2,194 | 2,050 |
| **Marketing & Sales Occupations** | | | | | | | | |
| Advertising/Marketing | 299 | 321 | 1,924 | 1,838 | 261 | 315 | 1,763 | 1,776 |
| Retail/Wholesale Sales | 442 | 612 | 1,804 | 1,746 | 345 | 493 | 1,739 | 1,642 |
| Technical Sales | 240 | 258 | 2,065 | 1,931 | 86 | 83 | 1,961 | 1,896 |
| **All Other Occupations** | | | | | | | | |
| Agriculture & Natural Resource Occupations | 71 | 46 | 1,684 | 1,583 | 33 | 21 | 1,666 | 1,692 |
| Communications Occupations | 32 | 51 | 1,629 | 1,636 | 67 | 64 | 1,637 | 1,413 |
| Engineers (Engrg. Degree Required) | 7,548 | 7,912 | 2,429 | 2,360 | 1,813 | 1,964 | 2,471 | 2,383 |
| Health-Related Occupations | 57 | N/A | 2,288 | N/A | 138 | N/A | 2,145 | N/A |
| Insurance Occupations | 190 | N/A | 1,811 | N/A | 169 | N/A | 1,806 | N/A |
| Law Enforcement Occupations | 16 | N/A | 1,791 | N/A | 10 | N/A | 1,717 | N/A |
| Nurses | 6 | N/A | 2,372 | N/A | 167 | N/A | 1,960 | N/A |
| Production Occupations | 119 | 108 | 2,105 | 1,934 | 50 | 58 | 2,034 | 1,887 |
| Real Estate Occupations | 20 | N/A | 1,918 | N/A | 19 | N/A | 1,856 | N/A |
| Researchers—Nonscientific | 39 | 12 | 2,209 | 2,075 | 20 | 9 | 1,797 | 2,000 |
| Researchers—Scientific | 49 | 14 | 2,225 | 2,104 | 36 | 15 | 2,118 | 2,251 |
| Social Workers & Recreational Workers | 33 | 33 | 1,486 | 1,350 | 54 | 51 | 1,335 | 1,271 |
| Transportation & Distribution Occupations | 37 | 76 | 1,945 | 1,885 | 19 | 30 | 1,859 | 1,846 |
| | 15,327 | N/A | | | 8,830 | N/A | | |

N/A — No historic data available. $ No offers reported.
*Not computed for fewer than 20 offers.

## PROPORTION OF TOTAL OFFERS BY SEX



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SEE FOLDOUT NO 1-3

## Master's Candidates—Inexperienced[1]

(Data Combined for Men and Women)

| Graduate Program | Number of Offers | | Average $ Offers | | Percent Change in $ Offers from | Percentiles | | |
|---|---|---|---|---|---|---|---|---|
| | July 1988 | July 1987 | July 1988 | July 1987 | July 1987 | 90th | 50th | 10th |
| **Business** | | | | | | | | |
| Accounting | 316 | 314 | $2,290 | $2,163 | 5.9% | $2,667 | $2,250 | $1,917 |
| MBA—Nontechnical Undergraduate | | | | | | | | |
| Less than 1 year | 686 | 714 | 2,791 | 2,657 | 5.0 | 3,833 | 2,667 | 2,000 |
| 1 to 2 years[2] | 461 | 385 | 3,355 | 2,982 | 12.5 | 4,167 | 3,375 | 2,416 |
| 2 to 4 years[2] | 478 | 594 | 3,459 | 3,318 | 4.2 | 4,333 | 3,500 | 2,500 |
| Over 4 years[2] | 331 | 297 | 3,475 | 3,226 | 7.7 | 4,583 | 3,500 | 2,333 |
| MBA—Technical Undergraduate | | | | | | | | |
| Less than 1 year | 243 | 229 | 3,192 | 2,854 | 11.8 | 4,333 | 2,940 | 2,375 |
| 1 to 2 years[2] | 160 | 155 | 3,630 | 3,128 | 16.0 | 4,583 | 3,592 | 2,700 |
| 2 to 4 years[2] | 303 | 260 | 3,696 | 3,492 | 5.8 | 4,583 | 3,700 | 2,800 |
| Over 4 years[2] | 213 | 167 | 3,815 | 3,574 | 6.8 | 5,416 | 3,750 | 2,600 |
| MS—Business | 81 | 91 | 2,608 | 2,384 | 9.4 | 3,333 | 2,500 | 2,083 |
| Administration (Public, Hospital, etc.) | 12 | 38 | 2,181 | 2,226 | * | * | * | * |
| Banking & Finance | 195 | N/A | 3,133 | N/A | N/A | 3,750 | 3,116 | 2,475 |
| Industrial Mgmt. (incl. Industrial Admin.) | 11 | 62 | 2,844 | 2,735 | * | * | * | * |
| Labor/Industrial Relations | 21 | N/A | 2,614 | N/A | N/A | 2,950 | 2,583 | 2,262 |
| Management Information Systems | 51 | N/A | 2,640 | N/A | N/A | 3,141 | 2,583 | 2,167 |
| **Humanities & Social Sciences** | | | | | | | | |
| Humanities | 29 | 65 | 1,674 | 1,887 | -11.3 | 2,000 | 1,750 | 1,120 |
| Social Sciences | 81 | 50 | 1,920 | 1,833 | 4.8 | 2,500 | 1,833 | 1,500 |
| **Engineering** | | | | | | | | |
| Aerospace & Aeronautical | 64 | N/A | 2,843 | N/A | N/A | 3,166 | 2,833 | 2,587 |
| Bioengineering & Biomedical | 2 | N/A | 3,417 | N/A | N/A | * | * | * |
| Chemical | 90 | 96 | 2,871 | 2,813 | 2.1 | 3,000 | 2,855 | 2,600 |
| Civil (incl. Construction, Sanitary, & Transportation Engrg.) | 99 | 81 | 2,467 | 2,413 | 2.2 | 2,850 | 2,417 | 2,151 |
| Electrical (incl. Computer Engrg.) | 516 | 459 | 3,008 | 2,957 | 1.7 | 3,375 | 3,000 | 2,583 |
| Geological | 14 | N/A | 2,359 | N/A | N/A | * | * | * |
| Industrial | 85 | 54 | 2,775 | 2,566 | 8.1 | 3,200 | 2,730 | 2,433 |
| Mechanical | 231 | 235 | 2,840 | 2,835 | 0.2 | 3,172 | 2,833 | 2,433 |
| Metallurgical (incl. Metallurgy & Ceramic Engrg.) | 29 | 36 | 2,837 | 2,702 | 5.0 | 3,000 | 2,850 | 2,700 |
| Nuclear | 5 | 18 | 2,655 | 2,866 | * | * | * | * |
| **Sciences** | | | | | | | | |
| Biological | 6 | N/A | 1,709 | N/A | N/A | * | * | * |
| Chemistry | 37 | 25 | 2,664 | 2,333 | 14.2 | 3,334 | 2,627 | 2,200 |
| Computer Science | 155 | 241 | 2,866 | 2,817 | 1.7 | 3,275 | 2,866 | 2,350 |
| Geology & Related Geological Sciences | 20 | 16 | 2,488 | 2,200 | 13.1 | 2,950 | 2,728 | 1,750 |
| Mathematics | 28 | 52 | 2,446 | 2,329 | 5.0 | 3,033 | 2,346 | 1,833 |
| Physics | 7 | N/A | 3,194 | N/A | N/A | * | * | * |
| | 5,060 | N/A | | | | | | |

[1]One year or less of full-time, nonmilitary employment unless otherwise indicated.
[2]Years of previous full-time, nonmilitary employment.
*Not computed for fewer than 20 offers.
‡ No offers reported.
N/A — No historic data available.

## AVERAGE MONTHLY SALARY OFFERS

### Doctoral Candidates

(Data Combined for Men and Women)

| Graduate Program | Number of Offers July 1988 | Number of Offers July 1987 | Average $ Offers July 1988 | Average $ Offers July 1987 | Percent Change in $ Offers from July 1987 | Percentiles 90th | Percentiles 50th | Percentiles 10th |
|---|---|---|---|---|---|---|---|---|
| **Engineering** | | | | | | | | |
| Aerospace | 12 | N/A | $4,063 | N/A | N/A | * | * | * |
| Chemical | 106 | 151 | 3,800 | $3,605 | 5.4% | $4,100 | $3,850 | $3,533 |
| Civil (incl. Construction, Sanitary, & Transportation Engrg.) | 11 | 3 | 3,144 | 3,336 | * | * | * | * |
| Electrical (incl. Computer Engrg.) | 81 | 83 | 4,116 | 3,965 | 3.8 | 4,583 | 4,250 | 3,250 |
| Mechanical | 43 | 46 | 3,853 | 3,569 | 8.0 | 4,268 | 3,916 | 3,400 |
| Metallurgical (incl. Metallurgy, Materials Engrg./Science & Ceramics) | 26 | 26 | 3,773 | 3,357 | 12.4 | 4,041 | 3,771 | 3,347 |
| **Sciences** | | | | | | | | |
| Biological | 4 | N/A | 2,271 | N/A | N/A | * | * | * |
| Chemistry | 138 | 148 | 3,415 | 3,202 | 6.7 | 3,750 | 3,500 | 3,000 |
| Computer Science | 13 | N/A | 3,917 | N/A | N/A | * | * | * |
| Mathematics | 8 | 12 | 3,590 | 3,328 | * | * | * | * |
| Physics | 24 | 43 | 3,447 | 3,345 | 3.1 | 4,300 | 3,684 | 2,083 |
| Polymer | 23 | N/A | 3,377 | N/A | N/A | 3,800 | 3,500 | 2,750 |
| | 489 | N/A | | | | | | |

*Not computed for fewer than 20 offers
‡No offers reported
N/A—No historic data available

*(continued from page 1)*

percent since last July's figures to $2,791 per month. Inexperienced MBA candidates with technical undergraduate degrees also attracted higher starting salaries of $3,192 monthly, an 11.8 percent rise since last year. Both nontechnical and technical MBA graduates with previous experience garnered increased dollar offers of at least 4 percent and up to as much as 16 percent since last July. Advanced degree engineering graduates also received greater starting salary offers than last year.

The CPC Salary Survey July report covers the period from September 1, 1987, to June 6, 1988. The data include offers extended to students graduating between September 1, 1987, and August 31, 1988. There are 187 placement offices at 154 colleges and universities participating in this year's Salary Survey. Additional copies of the report are available to CPC members and subscribers for $2.00 each.

***Dawn Gulick-Oberman***
Statistical Services Specialist

# 1987-88 Participating Placement Offices

**ECPO** (Eastern)
Bentley College
Boston College
University of Bridgeport
Brown University
Columbia University
University of Connecticut
Cornell University
CUNY-Bernard M. Baruch
CUNY-Baruch College-Arts & Science
CUNY-City College
CUNY-Hunter College
Dartmouth College
University of Maine-Orono
MIT
MIT-Sloan School of Management
University of Massachusetts-Amherst
Mount Holyoke College
NYU-Grad. School of Business
Pace University-New York City
Pace University-Westchester
Polytechnic University
Rensselaer Polytechnic University
University of Rhode Island
University of Rochester
University of Rochester-W.E. Simon Grad. School of Business
SUNY-Buffalo
Syracuse University
Union College
Williams College
Worcester Polytechnic Institute

**MAPA** (Middle Atlantic)
Bryn Mawr College
Bucknell University
Carnegie-Mellon University
University of Delaware
Fairleigh Dickinson-Teaneck
Georgetown University
George Washington University
Grove City College
Haverford College
Lafayette College
LaSalle University
Lehigh University
Marymount University-Graduate School
New Jersey Institute of Technology
Penn State University
Penn State-Capitol Campus
University of Pennsylvania
University of Pittsburgh
Princeton University
Rutgers University-Camden-Arts & Sciences
Rutgers University-New Brunswick
Villanova University
Virginia State University
West Virginia University

**MCPA** (Midwestern)
University of Akron
Case Western Reserve University
University of Chicago-Grad. Sch. of Business
Cleveland State University
IIT-Illinois Institute of Technology
University of Illinois-Chicago
University of Illinois-Commerce & Business
University of Illinois-Engrg.
University of Illinois-Chemistry & Chemical Engineering
Indiana University
Iowa State University-Agriculture
Iowa State University-Design
Iowa State University-Engrg.
Iowa State University-Home Economics
Iowa State University-Business, Science & Humanities
Iowa State University-Veterinary Medicine
University of Iowa
University of Iowa-Engrg.
University of Kansas-Arts
University of Kansas-Business
University of Kansas-Engrg.
Michigan State University
Michigan Tech University
University of Michigan-Ann Arbor-Engrg.
University of Michigan-Ann Arbor-Business Administration
University of Michigan-Dearborn
University of Minnesota-Carlson Sch. of Mgmt.
University of Missouri-Columbia-Engrg.
University of Missouri-Rolla
University of Missouri-St. Louis
University of North Dakota
Northwestern University
Northwestern University-Kellogg Grad. Sch. of Business
Ohio State University-Arts & Science
Ohio State University-Business
Ohio State University-Engrg.
Ohio University
Purdue University
Southern Illinois University-Carbondale
Southern Illinois University-Edwardsville
Southwest Missouri State University
University of Toledo
Washington University-Sch. of Business
Wayne State University
University of Wisconsin-Madison-Arts
University of Wisconsin-Madison-Business
University of Wisconsin-Madison-Engrg.
Youngstown State University

**RMCPA** (Rocky Mountain)
University of Arizona
Brigham Young University
Colorado School of Mines
Colorado State University
University of Colorado
University of Denver
Kansas State University
Montana State University
University of Montana
University of Nebraska-Lincoln
New Mexico State University
University of New Mexico
Northern Arizona University
University of Northern Colorado
South Dakota School of Mines
Utah State University
University of Utah

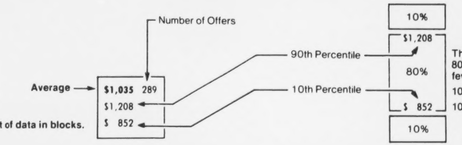
**SCPA** (Southern)
Alabama A&M University
Auburn University
Augusta College
Clemson University
Duke University
Duke University-Grad. Sch. of Business Administration
University of Florida
Georgia Institute of Technology
University of Georgia
University of Kentucky
Mary Washington College
Memphis State University
Mississippi State
University of Mississippi
North Carolina A&T State University
University of North Carolina-Chapel Hill
University of North Carolina-Greensboro
Rollins College
University of South Florida
University of Tennessee-Knoxville
Tulane University
Vanderbilt University
Vanderbilt University-Owen Grad. School of Management
Virginia Tech & State University
University of Virginia
University of Virginia-Colgate Darden Grad. Sch. of Business
Wake Forest University
Wake Forest University-Babcock Grad. Sch. of Management
College of William & Mary

**SWPA** (Southwestern)
University of Arkansas-Fayetteville
Baylor University
University of Houston
Lamar University
Louisiana Tech University
North Texas State University
Oklahoma State University
Oklahoma State University-Engrg.
University of Oklahoma
Prairie View A & M
Southern Methodist University
Texas A & I University
Texas A & M University
Texas Tech University
University of Texas-Arlington
University of Texas-Austin-Business Admin.
University of Texas-Austin-Engrg.
University of Texas-El Paso

**WCPA** (Western)
Arizona State University
California Institute of Technology
California Poly. State University-San Luis Obispo
California State Poly. University-Pomona
California State University-Fresno
California State University-Long Beach
California State University-Sacramento
University of California-Los Angeles
University of Idaho
University of Nevada-Reno
Oregon State University
University of Oregon
Portland State University
San Diego State University
San Jose State University
Santa Clara University
University of Southern California
University of Southern California-Grad. Sch. of Business
Stanford University
Washington State University
University of Washington

# Monthly beginning salary offers to all candidates by curriculum and employer

**Formal Report No. 3 ■ July 1988 ■ Data combined for men and women**




The 90th and 10th percentiles are those salary offers between which 80 percent of the offers in a category are located. Not computed for fewer than 20 offers.

10 percent of the salary offers are higher than the 90th percentile.

10 percent of the salary offers are lower than the 10th percentile.

**BACHELOR'S DEGREE**

**NON-TECHNICAL**

| CURRICULUM | BUSINESS & SERVICES | | | | | | | | | | | | | | | MANUFACTURING ■ INDUSTRIAL | | | | | | | | | | | | | GOV'T ■ NON-PROFIT | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Public Accounting | Advertising | Banking | Computer & Data Processing | Consulting Services | Finance | Hotels & Motels (Hospitality) | Insurance | Merchandising (Retail & Wholesale) | Publishing | Research & Development | Restaurants | Transportation Services | Utilities | Other Business Services | Aerospace | Agriculture, Forestry & Fishing | Automotive & Mechanical Equipment | Bldg. Materials Mfrs. & Construction | Chemicals, Drugs, & Allied Products | Computers & Business Machines | Electrical & Elect. Mach. & Equip. | Food & Beverage Processing | Glass, Paper, Packaging & Allied Products | Metals & Metal Products | Petroleum & Allied Products (incl. Nat. Gas) | Scientific Instruments (incl. Medical) | Textiles | Tire & Rubber & Allied Products | Education | Health Services | Non-Profit Organizations | Federal Government | Local/State Government |
| Accounting | $2,039 4349<br>$2,333<br>$1,792 | $1,498 5 | $1,797 51<br>$2,125<br>$1,500 | $2,068 9 | $1,903 12 | $1,882 38<br>$2,167<br>$1,500 | $1,589 7 | $1,845 30<br>$2,000<br>$1,607 | $1,756 41<br>$1,958<br>$1,500 | 1,583 1 | $1,767 4 | $1,612 7 | $1,976 15 | $1,919 28<br>$2,167<br>$1,650 | $1,847 56<br>$2,183<br>$1,500 | $2,052 13 | $1,747 8 | $1,990 26<br>$2,125<br>$1,796 | $1,857 7 | $2,055 27<br>$2,300<br>$1,875 | $2,128 40<br>$2,333<br>$1,850 | $1,990 48<br>$2,170<br>$1,850 | $1,957 28<br>$2,167<br>$1,666 | $2,030 22<br>$2,167<br>$1,925 | $1,869 7 | $1,988 189<br>$2,166<br>$1,875 | $2,044 9 | $1,958 2 | $2,000 7 | $1,455 13 | $1,664 21<br>$1,917<br>$1,500 | $1,840 2 | $1,584 71<br>$1,775<br>$1,250 | $1,688 71<br>$1,850<br>$1,517 |
| Banking & Finance | $2,075 96<br>$2,333<br>$1,792 | | $1,859 355<br>$2,250<br>$1,500 | $1,869 15 | $2,112 30<br>$2,500<br>$1,750 | $1,857 110<br>$2,500<br>$1,333 | $1,812 2 | $1,788 107<br>$2,125<br>$1,500 | $1,658 85<br>$2,000<br>$1,425 | $1,689 4 | $1,667 1 | $1,579 4 | $1,802 11 | $1,924 12 | $1,934 54<br>$2,167<br>$1,500 | $1,947 21<br>$2,050<br>$1,850 | $1,815 2 | $2,048 15 | $1,883 2 | $2,192 21<br>$2,433<br>$2,000 | $2,126 32<br>$2,500<br>$1,915 | $2,026 54<br>$2,208<br>$1,833 | $2,007 30<br>$2,333<br>$1,500 | $2,001 20<br>$2,100<br>$1,833 | $1,917 2 | $2,007 54<br>$2,100<br>$1,916 | $2,092 13 | $1,716 5 | $1,936 3 | $1,750 1 | $1,956 14 | $1,534 2 | $1,660 16 | $1,817 8 |
| Business Administration & Mgmt. | $2,014 72<br>$2,208<br>$1,800 | $1,483 5 | $1,677 104<br>$1,958<br>$1,333 | $1,747 44<br>$2,134<br>$1,500 | $2,125 24<br>$2,375<br>$1,667 | $1,707 36<br>$2,416<br>$1,175 | $1,474 56<br>$1,583<br>$1,291 | $1,723 104<br>$2,000<br>$1,350 | $1,644 278<br>$2,083<br>$1,250 | $1,623 9 | $1,923 11 | $1,566 46<br>$1,667<br>$1,416 | $1,712 19 | $1,955 7 | $1,726 89<br>$2,250<br>$1,250 | $1,886 33<br>$2,150<br>$1,720 | | $2,139 21<br>$2,418<br>$1,916 | $1,851 16 | $2,100 21<br>$2,333<br>$1,833 | $1,946 30<br>$2,292<br>$1,500 | $2,024 41<br>$2,416<br>$1,667 | $1,986 67<br>$2,333<br>$1,625 | $1,977 19 | $1,949 12 | $1,956 29<br>$2,042<br>$1,875 | $1,859 15 | $1,866 14 | $1,948 3 | $1,707 12 | $1,790 15 | $1,479 7 | $1,572 17 | $1,844 9 |
| Human Resources (incl. Labor/ Industrial Relations) | $2,917 1 | | $1,832 7 | $1,725 2 | $1,846 2 | | $1,400 5 | $1,754 30<br>$2,108<br>$1,333 | $1,510 19 | $1,717 2 | $1,083 1 | $1,420 5 | $1,250 1 | | $1,472 9 | $1,900 1 | | $1,764 2 | | $2,083 1 | $1,575 2 | $1,717 2 | $1,987 5 | $1,166 1 | $1,417 1 | $2,037 5 | | | | | $1,544 3 | $1,650 1 | $1,387 5 | $1,753 2 |
| Institutional Management | | | $1,833 2 | | | | $1,429 13 | $1,919 17 | $1,434 10 | $1,500 1 | | $1,612 15 | $1,500 1 | | $2,066 3 | | | | | | | $2,375 1 | $2,119 3 | $1,625 2 | | $1,560 2 | | | | $1,208 1 | $1,742 4 | | $1,396 5 | $1,400 1 |
| Management Information Systems | $2,162 68<br>$2,417<br>$2,000 | | $1,942 13 | $2,113 34<br>$2,500<br>$1,750 | $2,253 10 | $1,904 11 | $1,791 1 | $1,960 26<br>$2,125<br>$1,800 | $1,662 24<br>$1,917<br>$1,458 | $1,761 3 | $2,261 5 | $1,479 2 | $2,127 8 | $2,013 13 | $2,082 18 | $2,135 23<br>$2,250<br>$2,000 | $1,433 2 | $2,310 4 | $2,166 1 | $2,360 9 | $2,251 35<br>$2,550<br>$1,958 | $1,949 23<br>$2,300<br>$1,500 | $2,228 13 | $2,196 4 | $1,771 2 | $2,291 44<br>$2,400<br>$2,166 | $2,277 5 | $2,291 1 | $2,075 2 | $1,557 3 | $1,992 6 | | $1,584 8 | $1,808 5 |
| Marketing & Distribution | $1,968 15 | $1,493 18 | $1,656 26<br>$1,875<br>$1,400 | $1,762 32<br>$2,167<br>$1,333 | $1,959 8 | $1,669 24<br>$1,960<br>$1,400 | $1,508 10 | $1,816 60<br>$2,180<br>$1,500 | $1,679 523<br>$2,083<br>$1,333 | $1,642 11 | $1,895 9 | $1,589 32<br>$1,750<br>$1,400 | $1,862 18 | $2,241 8 | $1,631 99<br>$2,083<br>$1,000 | $2,293 5 | $1,884 8 | $1,990 33<br>$2,250<br>$1,750 | $1,844 15 | $1,985 59<br>$2,250<br>$1,800 | $1,797 52<br>$2,066<br>$1,500 | $1,857 57<br>$2,167<br>$1,600 | $1,896 55<br>$2,275<br>$1,583 | $1,804 31<br>$2,042<br>$1,583 | $1,728 5 | $2,029 37<br>$2,208<br>$1,900 | $2,051 22<br>$2,433<br>$1,708 | $1,742 11 | $2,333 1 | $2,375 1 | $1,905 20<br>$2,167<br>$1,603 | $1,308 5 | $1,502 13 | $1,544 4 |
| Economics' | $2,243 48<br>$2,583<br>$1,916 | $1,917 1 | $2,028 135<br>$2,600<br>$1,500 | $1,765 11 | $2,263 69<br>$2,750<br>$1,917 | $2,407 70<br>$2,708<br>$1,875 | $1,583 2 | $1,934 62<br>$2,292<br>$1,666 | $1,741 54<br>$2,083<br>$1,416 | $1,777 2 | | $1,800 2 | $2,053 11 | $2,341 3 | $1,985 38<br>$2,500<br>$1,500 | $2,044 6 | $1,718 4 | $1,734 2 | $1,717 3 | $2,088 8 | $1,917 6 | $2,219 15 | $2,073 7 | $1,673 5 | $1,869 4 | $2,017 4 | $2,038 2 | $1,925 5 | | $1,583 3 | | $1,847 3 | $1,551 16 | $1,715 2 |
| Letters (incl. English, Lit., etc.) | $1,666 1 | $2,000 3 | $2,006 8 | $1,541 1 | | $2,490 4 | $1,667 1 | $1,790 1 | $1,677 15 | $1,332 7 | | $1,333 1 | | | $1,459 13 | | | | | $2,292 1 | $1,167 1 | $2,175 2 | $1,863 5 | | | | $2,429 1 | | $2,167 2 | $1,625 3 | $1,308 2 | $1,535 3 | $1,579 2 |
| Humanities - All Other | $2,275 4 | $1,523 5 | $1,920 17 | $2,300 1 | $2,667 2 | $2,298 8 | $1,326 4 | $1,837 12 | $1,586 84<br>$1,916<br>$1,208 | $1,470 7 | | $1,350 2 | | | $1,414 21<br>$1,667<br>$1,120 | $1,428 1 | | $ 750 1 | $2,004 2 | | $1,555 3 | | $2,189 3 | | | | | $1,458 1 | $1,000 1 | $1,443 4 | $1,462 4 | $1,285 11 | $1,783 6 | $1,282 7 |
| Criminal Justice | | | | | | | | $1,741 2 | $1,379 6 | | | | | | $1,880 4 | | | $1,083 1 | | | | | | | | | | | $ 870 1 | | | $1,797 4 | $1,678 16 |
| History | $2,100 5 | | $2,170 13 | $1,333 1 | $2,397 5 | $2,426 11 | $ 700 1 | $1,749 4 | $1,779 16 | $1,375 1 | $2,666 1 | $1,875 2 | $2,046 2 | | $1,975 9 | | $1,791 1 | | $2,600 1 | $1,950 1 | | $1,500 1 | $1,833 2 | $2,063 2 | | $2,253 1 | | $1,917 1 | | | $1,300 1 | $1,125 2 | $1,542 2 | $1,450 2 |
| Psychology | $2,499 10 | $1,458 1 | $1,674 8 | $2,083 1 | $2,277 4 | $1,250 1 | $1,659 2 | $1,711 13 | $1,692 50<br>$2,000<br>$1,458 | | | | | | $1,458 6 | $2,250 2 | | $2,083 1 | $1,200 1 | $1,417 3 | $2,313 4 | $2,315 5 | $1,896 4 | $1,916 1 | $1,833 1 | $2,083 1 | $1,820 1 | | | $1,227 5 | $1,391 17 | $1,320 9 | $1,548 8 | $1,733 9 |
| Social Sciences - All Other | $2,353 3 | $1,611 3 | $2,162 30<br>$2,667<br>$1,500 | $1,720 1 | $2,622 22<br>$3,000<br>$2,333 | $2,471 29<br>$3,000<br>$2,000 | $1,500 1 | $1,926 24<br>$2,200<br>$1,666 | $1,696 62<br>$2,083<br>$1,375 | $1,680 2 | $1,555 3 | $1,250 4 | $1,384 4 | $1,950 1 | $1,717 19 | | | $2,520 5 | $1,900 1 | $1,825 5 | $1,615 4 | $2,042 4 | $1,961 11 | $2,125 2 | | $1,900 1 | $2,167 3 | $1,589 3 | | $1,391 7 | $1,796 16 | $1,508 15 | $1,537 12 | $1,550 36<br>$2,000<br>$1,250 |
| Advertising | | $1,473 20<br>$1,917<br>$1,166 | | $1,333 1 | | | | $2,000 1 | $1,714 15 | $1,490 4 | | $1,236 3 | $1,400 1 | | $1,426 9 | | | | | $1,867 1 | $1,646 2 | | $1,999 3 | $1,500 1 | | | | | | $2,050 1 | | | |
| Communications | | $1,346 9 | $1,778 6 | $1,651 7 | $1,896 7 | $1,900 5 | $1,385 4 | $1,708 11 | $1,628 64<br>$2,000<br>$1,200 | $1,837 7 | $1,250 1 | $1,583 6 | $1,333 4 | $1,983 1 | $1,553 32<br>$2,000<br>$1,167 | $1,800 1 | | $1,583 1 | | $1,928 13 | $1,570 5 | $1,672 3 | $1,939 11 | $1,533 5 | $1,808 2 | | $1,922 6 | $2,127 2 | $1,900 1 | $1,211 6 | $1,758 5 | $1,383 2 | $1,494 4 | |
| Journalism | | $1,609 5 | $1,750 1 | $1,833 1 | $1,694 3 | $1,750 2 | $1,000 1 | $1,638 4 | $1,444 14 | $1,567 10 | | $1,646 2 | $1,500 2 | $2,580 1 | $1,322 36<br>$1,666<br>$1,000 | | | $1,833 1 | $1,625 1 | $2,025 2 | $1,708 2 | | $1,815 6 | $1,583 2 | | | $1,950 3 | | | $1,376 3 | $1,423 3 | | | $1,422 2 |
| Technical Writing | | | | | | | | | | | $1,167 1 | | | | $2,025 1 | | | | | | $2,195 2 | $2,333 1 | $2,568 6 | | | | | | $1,667 1 | | | | |

## Bachelor's Degree *(continued)*

TECHNICAL

| CURRICULUM | BUSINESS & SERVICES | | | | | | | | | | | | | | | MANUFACTURING ■ INDUSTRIAL | | | | | | | | | | | | | | GOV'T ■ NON-PROFIT | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Public Accounting | Advertising | Banking | Computer & Data Processing | Consulting Services | Finance | Hotels & Motels (Hospitality) | Insurance | Merchandising (Retail & Wholesale) | Publishing | Research & Development | Restaurants | Transportation Services | Utilities | Other Business Services | Aerospace | Agriculture, Forestry & Fishing | Automotive & Mechanical Equipment | Bldg. Materials Mfrs. & Construction | Chemicals, Drugs, & Allied Products | Computers & Business Machines | Electrical & Elect. Mach. & Equip. | Food & Beverage Processing | Glass, Paper, Packaging & Allied Products | Metals & Metal Products | Petroleum & Allied Products (incl. Nat. Gas) | Scientific Instruments (incl. Medical) | Textiles | Tire & Rubber & Allied Products | Education | Health Services | Non-Profit Organizations | Federal Government | Local/State Government |
| **BACHELOR'S DEGREE** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Aerospace & Aeronautical** | $2,375 3 | | $1,600 1 | $2,583 1 | $2,542 2 | $1,333 1 | | $1,625 1 | | | $2,659 3 | | $1,533 3 | | | $2,415 292<br>$2,665<br>$2,208 | | $2,398 6 | $2,376 1 | $2,072 1 | $2,425 2 | $2,332 9 | | | | $2,603 3 | | | | | | | $1,875 30<br>$2,029<br>$1,529 | $1,563 2 |
| **Agricultural** | $2,250 1 | | | | | | | | | | | | $1,782 1 | | $1,000 1 | | $1,774 6 | $2,448 4 | $2,170 3 | $2,483 2 | | | $2,130 8 | $1,666 1 | $2,550 1 | $2,300 1 | | $2,750 1 | | | | | $1,994 4 | $2,292 2 |
| **Bioengineering & Biomedical** | | | | | | | | | | | | | | | | | | $2,471 2 | | | $2,350 1 | | | $2,469 4 | | | $2,500 1 | | | $2,001 2 | | | |
| **Chemical** | $2,311 6 | | $2,416 1 | $2,917 2 | $2,409 22<br>$2,606<br>$2,125 | $2,555 3 | | $2,208 1 | | $2,633 3 | $2,375 5 | $2,250 1 | | $2,398 5 | $2,333 1 | $2,457 18 | $2,593 5 | $2,513 29<br>$2,708<br>$2,333 | $2,298 17 | $2,613 553<br>$2,750<br>$2,500 | $2,524 18 | $2,571 35<br>$2,708<br>$2,417 | $2,563 44<br>$2,670<br>$2,417 | $2,527 49<br>$2,675<br>$2,400 | $2,469 2 | $2,656 251<br>$2,775<br>$2,542 | $2,575 17 | $2,653 3 | $2,609 27<br>$2,675<br>$2,600 | | | | $1,948 18 | $2,079 3 |
| **Civil (incl. Construc., Sanitary, & Transpor. Engrg.)** | $2,072 3 | | | | $2,089 85<br>$2,292<br>$1,900 | | | $2,446 2 | $2,665 1 | $2,458 1 | $2,179 7 | | $1,916 30<br>$2,206<br>$1,782 | $2,333 26<br>$2,683<br>$2,166 | $2,400 4 | $2,372 14 | $1,992 2 | $2,185 16 | $2,139 224<br>$2,417<br>$1,916 | $2,314 9 | $2,250 1 | $2,359 11 | $2,529 2 | $2,529 2 | $2,283 2 | $2,506 62<br>$2,650<br>$2,292 | | | | $2,194 2 | | $1,991 71<br>$2,166<br>$1,650 | $2,025 317<br>$2,333<br>$1,783 |
| **Electrical (incl. Computer Engrg.)** | $2,412 90<br>$2,750<br>$2,167 | $2,500 1 | $2,452 8 | $2,516 54<br>$2,850<br>$2,208 | $2,497 81<br>$2,850<br>$2,167 | $2,652 30<br>$3,208<br>$2,458 | | $2,439 10 | $1,898 5 | $2,384 11 | $2,514 72<br>$2,717<br>$2,180 | | | $2,499 230<br>$2,674<br>$2,300 | $2,562 124<br>$2,717<br>$2,292 | $2,491 615<br>$2,661<br>$2,291 | $2,352 1 | $2,494 162<br>$2,666<br>$2,300 | $2,379 75<br>$2,600<br>$2,100 | $2,586 93<br>$2,708<br>$2,480 | $2,534 487<br>$2,708<br>$2,333 | $2,496 1173<br>$2,667<br>$2,320 | $2,678 26<br>$2,792<br>$2,583 | $2,532 51<br>$2,675<br>$2,352 | $2,516 72<br>$2,625<br>$2,300 | $2,587 127<br>$2,725<br>$2,333 | $2,510 31<br>$2,625<br>$2,400 | $2,625 1 | $2,575 15 | $2,146 7 | $1,842 5 | $2,667 1 | $2,007 213<br>$2,416<br>$1,605 | $2,202 46<br>$2,456<br>$2,000 |
| **Geological** | | | | | $1,967 5 | | | | $1,500 3 | | $2,300 2 | | | | | | | | $2,053 5 | | | | | | | $2,516 4 | | | | | | | | |
| **Industrial** | $2,387 75<br>$2,658<br>$2,167 | | $2,240 8 | $2,575 1 | $2,367 63<br>$2,567<br>$2,083 | $2,621 5 | | $2,208 4 | $2,024 5 | $2,133 3 | $2,682 7 | | $2,540 6 | $2,399 22<br>$2,500<br>$2,300 | $2,628 17 | $2,357 92<br>$2,565<br>$2,160 | $1,615 1 | $2,397 53<br>$2,541<br>$2,171 | $2,267 22<br>$2,500<br>$2,000 | $2,450 32<br>$2,542<br>$2,370 | $2,438 47<br>$2,600<br>$2,200 | $2,390 123<br>$2,555<br>$2,208 | $2,523 36<br>$2,667<br>$2,415 | $2,375 19 | $2,364 24<br>$2,600<br>$2,208 | $2,313 10 | $2,381 8 | $2,381 14 | $2,385 5 | | $2,292 2 | | $2,047 31<br>$2,291<br>$1,931 | $2,042 5 |
| **Mechanical** | $2,353 42<br>$2,500<br>$2,166 | | $2,140 4 | $2,460 5 | $2,391 51<br>$2,700<br>$2,150 | $2,494 3 | | $2,209 8 | $2,209 2 | $2,479 6 | $2,401 32<br>$2,583<br>$2,250 | | $2,375 3 | $2,576 75<br>$2,724<br>$2,390 | $2,510 18 | $2,455 428<br>$2,650<br>$2,292 | $2,029 2 | $2,419 421<br>$2,600<br>$2,200 | $2,394 85<br>$2,625<br>$2,100 | $2,579 196<br>$2,720<br>$2,475 | $2,492 90<br>$2,667<br>$2,324 | $2,451 377<br>$2,600<br>$2,275 | $2,534 55<br>$2,667<br>$2,333 | $2,520 51<br>$2,666<br>$2,333 | $2,418 116<br>$2,550<br>$2,225 | $2,587 211<br>$2,742<br>$2,400 | $2,436 18 | $2,393 9 | $2,532 38<br>$2,625<br>$2,350 | | $2,417 5 | $1,583 1 | $2,011 94<br>$2,416<br>$1,606 | $2,398 20<br>$2,700<br>$1,880 |
| **Metallurgical (incl. Metallurgy, & Ceramic Engrg.)** | | | | $2,510 1 | $2,332 5 | | | | | $2,600 1 | $2,333 1 | | | | | $2,460 19 | | $2,467 21<br>$2,600<br>$2,350 | $2,188 2 | $2,474 7 | $2,540 9 | $2,553 10 | | $2,312 3 | $2,469 57<br>$2,583<br>$2,300 | $2,691 9 | | | | | | $1,695 6 | | |
| **Mining & Mineral** | | | | | | | | | | | | | | | | | | | $2,370 2 | | | | | | | | | | | | | | |
| **Nuclear** | | | | | | | | | | | $2,333 1 | | | $2,673 7 | | | | | | | $2,609 1 | $2,642 2 | | | $2,565 1 | | | | | | | $1,837 5 | $2,258 3 |
| **Petroleum** | $2,400 1 | | | | $1,800 1 | | | | | | | | | | | | | $2,400 2 | | | | $2,350 2 | | | | $2,688 148<br>$3,000<br>$2,200 | | | | | | | |
| **Engineering Technology** | $2,315 15 | | $2,217 2 | $2,667 3 | $2,584 10 | $2,629 4 | | $1,587 2 | $1,400 1 | | $2,117 2 | | | $2,563 4 | $2,373 9 | $2,274 54<br>$2,416<br>$2,100 | | $2,354 27<br>$2,917<br>$2,042 | $2,232 24<br>$2,500<br>$2,000 | $2,389 6 | $2,217 12 | $2,267 41<br>$2,600<br>$1,960 | $2,185 6 | $2,314 13 | $2,299 17 | $2,234 5 | $2,057 2 | | $2,400 1 | | | $2,000 1 | $1,963 4 | $1,984 2 |
| **Agricultural Sciences** | $2,083 1 | | $1,450 4 | | $1,160 1 | | $1,512 1 | $1,669 1 | $1,516 8 | | | $1,613 2 | | | $1,600 1 | | $1,580 47<br>$2,000<br>$1,200 | $2,458 1 | $1,936 6 | $1,805 8 | | | $1,950 35<br>$2,333<br>$1,541 | $1,650 1 | | $2,583 1 | | | | $2,121 3 | $2,300 1 | $1,289 4 | $1,334 8 | $1,650 1 |
| **Architectural & Environmental Design** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | $1,300 1 | |
| **Biological Sciences** | $2,083 1 | | $1,278 3 | | $2,063 2 | $1,667 1 | $1,387 1 | | $1,000 2 | $1,500 1 | $1,650 1 | | | | $1,775 2 | | $1,333 1 | $2,083 2 | | $2,046 16 | | $2,333 2 | $1,708 3 | | $1,250 1 | | $1,916 5 | | | $1,503 10 | $1,736 11 | $1,089 3 | $1,873 3 | $2,039 3 |
| **Chemistry** | $2,458 1 | | $2,583 1 | | $2,975 2 | $2,000 1 | | | | $2,500 1 | $1,873 7 | | | $2,370 2 | $2,250 1 | $1,950 2 | | | | $2,204 34<br>$2,417<br>$2,042 | | $2,126 2 | $2,000 1 | | | $2,459 4 | $2,000 1 | $2,406 2 | | | $1,644 3 | $1,958 1 | $2,667 1 | |
| **Computer Science** | $2,213 85<br>$2,500<br>$1,916 | $1,584 2 | $2,075 23<br>$2,416<br>$1,917 | $2,175 133<br>$2,600<br>$1,750 | $2,279 56<br>$2,708<br>$2,000 | $2,292 21<br>$2,500<br>$2,000 | | $2,099 33<br>$2,700<br>$1,750 | $1,970 34<br>$2,083<br>$1,833 | $1,800 1 | $2,405 36<br>$2,758<br>$2,083 | $1,400 1 | $2,209 15 | $2,254 40<br>$2,583<br>$1,900 | $2,308 83<br>$2,583<br>$1,900 | $2,303 117<br>$2,583<br>$2,028 | $1,791 1 | $2,286 32<br>$2,500<br>$2,100 | $1,990 9 | $2,352 63<br>$2,500<br>$2,250 | $2,434 249<br>$2,625<br>$2,100 | $2,393 129<br>$2,600<br>$2,041 | $2,289 16 | $2,239 12 | $2,038 2 | $2,328 96<br>$2,500<br>$2,115 | $2,337 11 | $1,981 6 | $2,275 8 | $1,967 13 | $2,127 7 | $1,549 4 | $1,943 45<br>$2,250<br>$1,529 | $1,698 6 |
| **Mathematics** | $2,245 29<br>$2,500<br>$2,041 | | $1,809 13 | $2,285 11 | $2,333 25<br>$2,600<br>$2,042 | $2,160 13 | $1,750 1 | $2,308 101<br>$2,608<br>$1,958 | | | $2,283 9 | $1,600 2 | $2,075 2 | $2,041 1 | $2,245 7 | $2,348 17 | | $2,252 3 | $1,783 3 | $2,143 6 | $2,367 17 | $2,261 23<br>$2,500<br>$2,000 | $2,021 2 | | | 2,478 8 | | | | | $1,500 1 | $1,694 10 | |

TECHNICAL

| CURRICULUM | BUSINESS & SERVICES: Public Accounting | Advertising | Banking | Computer & Data Processing | Consulting Services | Finance | Hotels & Motels (Hospitality) | Insurance | Merchandising (Retail & Wholesale) | Publishing | Research & Development | Restaurants | Transportation Services | Utilities | Other Business Services |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **BACHELOR'S DEGREE** | | | | | | | | | | | | | | | |
| Allied Health Professions | | | | | | | | | | | | | | | |
| Nursing | | | | | | | $1,606 1 | | | | | | | | |
| Pharmacy | | | | | $2,917 2 | | | | $3,001 19 | | | | | | $2,800 1 |
| Physics | | | $2,416 1 | $2,792 1 | | | | | | | | | | | $2,100 2 |
| Other Physical & Earth Sciences | | | | | | | | | $1,792 2 | | | | | $2,000 1 | $1,432 2 |
| Renewable Natural Resources | | | | | | | | | $1,500 1 | | | | | | $1,909 2 |
| **BACHELOR'S SUMMARY** | | | | | | | | | | | | | | | |
| Nontechnical Curricula | $2,045 4672<br>$2,333<br>$1,792 | $1,510 75<br>$1,917<br>$1,083 | $1,871 776<br>$2,458<br>$1,500 | $1,853 161<br>$2,400<br>$1,416 | $2,210 198<br>$2,750<br>$1,667 | $2,028 349<br>$2,666<br>$1,400 | $1,472 110<br>$1,667<br>$1,125 | $1,813 508<br>$2,167<br>$1,500 | $1,662 1360<br>$2,083<br>$1,250 | $1,600 71<br>$1,917<br>$1,250 | $1,867 37<br>$2,300<br>$1,250 | $1,561 133<br>$1,750<br>$1,250 | $1,827 97<br>$2,175<br>$1,300 | $2,002 74<br>$2,300<br>$1,650 | $1,710 515<br>$2,200<br>$1,125 |
| Technical Curricula | $2,327 353<br>$2,583<br>$2,083 | $1,889 3 | $2,035 69<br>$2,500<br>$1,583 | $2,296 212<br>$2,750<br>$1,800 | $2,327 413<br>$2,667<br>$2,000 | $2,434 82<br>$2,917<br>$1,833 | $1,564 4 | $2,250 163<br>$2,625<br>$1,783 | $2,118 83<br>$2,916<br>$1,400 | $2,366 28<br>$2,705<br>$1,800 | $2,417 185<br>$2,717<br>$2,000 | $1,679 6 | $2,075 63<br>$2,575<br>$1,782 | $2,473 413<br>$2,689<br>$2,232 | $2,437 275<br>$2,717<br>$1,983 |
| **MASTER'S DEGREE - INEXPERIENCED** | | | | | | | | | | | | | | | |
| MBA — Nontechnical Undergraduate Degree | $2,532 160<br>$3,167<br>$2,083 | $2,414 7 | $3,113 128<br>$4,333<br>$2,166 | $2,946 16 | $2,918 36<br>$4,167<br>$2,083 | $2,836 25<br>$4,167<br>$1,708 | $3,140 1 | $2,467 10 | $2,562 19 | $2,813 2 | $2,035 4 | | $2,641 13 | $2,801 10 | $2,651 37<br>$3,666<br>$1,800 |
| MBA — Technical Undergraduate Degree | $2,672 39<br>$3,208<br>$2,167 | $3,625 3 | $3,100 20<br>$4,400<br>$2,000 | $3,104 9 | $4,163 29<br>$5,920<br>$2,380 | $3,546 4 | | $2,946 5 | $3,333 2 | | $3,475 1 | | $3,000 4 | $3,057 5 | $2,710 8 |

| CURRICULUM | MANUFACTURING ■ INDUSTRIAL: Aerospace | Agriculture, Forestry & Fishing | Automotive & Mechanical Equipment | Bldg. Materials Mfrs. & Construction | Chemicals, Drugs, & Allied Products | Computers & Business Machines | Electrical & Elect. Mach. & Equip. | Food & Beverage Processing | Glass, Paper, Packaging & Allied Products | Metals & Metal Products | Petroleum & Allied Products (incl. Nat. Gas) | Scientific Insturments (incl. Medical) | Textiles | Tire & Rubber & Allied Products | GOV'T ■ NON-PROFIT: Education | Health Services | Non-Profit Organizations | Federal Government | Local/State Government |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **BACHELOR'S DEGREE** | | | | | | | | | | | | | | | | | | | |
| Allied Health Professions | | | | | $2,038 2 | | | | | | | | | | $1,292 2 | $2,014 64<br>$2,500<br>$1,500 | $2,067 2 | | $1,900 1 |
| Nursing | | | | | | | | | | | | | | | | $1,963 175<br>$2,375<br>$1,583 | | $1,932 1 | $1,667 1 |
| Pharmacy | | | | | $2,489 11 | | | | | | | | | | | $2,765 40<br>$3,337<br>$2,200 | | $1,583 2 | |
| Physics | $2,502 7 | | | | | $2,400 1 | $2,217 3 | | | | | $2,505 5 | | | | | | $2,146 4 | |
| Other Physical & Earth Sciences | | $1,912 2 | | | $1,783 1 | | | $1,167 1 | | | $2,314 5 | | | | $1,573 2 | $2,083 2 | | $1,491 5 | $1,759 2 |
| Renewable Natural Resources | | $2,060 2 | | | | | | | $1,750 2 | | | | | | | | | $1,200 1 | $1,401 2 |
| **BACHELOR'S SUMMARY** | | | | | | | | | | | | | | | | | | | |
| Nontechnical Curricula | $2,002 106<br>$2,250<br>$1,733 | $1,768 25<br>$2,080<br>$1,521 | $2,028 114<br>$2,400<br>$1,600 | $1,854 50<br>$2,166<br>$1,458 | $2,043 172<br>$2,417<br>$1,708 | $1,995 220<br>$2,500<br>$1,529 | $1,987 257<br>$2,300<br>$1,667 | $1,986 259<br>$2,334<br>$1,625 | $1,900 117<br>$2,167<br>$1,500 | $1,856 36<br>$2,000<br>$1,616 | $2,028 367<br>$2,250<br>$1,890 | $2,022 79<br>$2,250<br>$1,750 | $1,837 46<br>$2,150<br>$1,500 | $1,946 18 | $1,493 63<br>$2,000<br>$1,000 | $1,732 133<br>$2,167<br>$1,125 | $1,428 61<br>$1,917<br>$1,000 | $1,574 190<br>$1,834<br>$1,250 | $1,652 176<br>$2,083<br>$1,310 |
| Technical Curricula | $2,437 1675<br>$2,643<br>$2,233 | $1,728 70<br>$2,352<br>$1,200 | $2,424 781<br>$2,625<br>$2,150 | $2,232 478<br>$2,513<br>$1,917 | $2,544 1040<br>$2,720<br>$2,300 | $2,490 935<br>$2,670<br>$2,250 | $2,465 1942<br>$2,666<br>$2,250 | $2,405 235<br>$2,667<br>$1,833 | $2,463 208<br>$2,667<br>$2,160 | $2,434 295<br>$2,600<br>$2,208 | $2,582 945<br>$2,800<br>$2,250 | $2,433 99<br>$2,650<br>$2,166 | $2,358 36<br>$2,625<br>$1,833 | $2,530 94<br>$2,650<br>$2,325 | $1,749 37<br>$2,533<br>$1,144 | $2,077 319<br>$2,833<br>$1,500 | $1,581 18 | $1,965 557<br>$2,333<br>$1,600 | $2,053 416<br>$2,424<br>$1,781 |
| **MASTER'S DEGREE - INEXPERIENCED** | | | | | | | | | | | | | | | | | | | |
| MBA — Nontechnical Undergraduate Degree | $2,429 10 | $2,837 3 | $2,879 21<br>$3,277<br>$2,500 | $1,930 3 | $3,061 30<br>$3,725<br>$2,333 | $3,021 33<br>$3,458<br>$2,416 | $2,689 19 | $3,241 35<br>$3,833<br>$2,500 | $2,713 10 | $2,738 4 | $2,528 12 | $2,896 7 | $2,987 2 | $2,400 1 | $2,433 4 | $2,957 7 | $1,800 1 | $2,136 7 | $2,299 9 |
| MBA — Technical Undergraduate Degree | $3,073 5 | | $3,700 11 | $2,239 2 | $3,270 33<br>$3,692<br>$2,800 | $3,315 13 | $2,973 10 | $3,487 4 | $2,872 7 | $2,850 2 | $3,145 14 | $2,733 3 | $3,459 2 | $2,800 1 | $2,555 1 | $3,173 4 | $1,667 1 | $2,000 1 | |

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The College Placement Council
62 Highland Avenue / Bethlehem, PA 18017

# CPC Salary Survey

A study of 1987-1988 beginning offers / September 1988

To gain a better representation of the job offers extended to college graduates, CPC has added a September formal report to the *Salary Survey*. This gives participating career planning and placement offices more time to collect, report, and finalize salary offer information on the previous year's graduates. Since the July 1988 *Salary Survey*, participants have reported 8,551 more offers at the bachelor's level, 1,838 more offers at the master's level, and 261 more offers at the doctoral level. Salary comparisons for the September report are made with the July 1987 year-end figures.

With this additional information, a clearer picture of the recruiting season can be drawn. All in all, 1987-88 was a good year for graduates. Salary increases were reported by 20 of the 21 disciplines with available comparative data.

Accounting majors received the best salary news—a 10.4 percent hike to an average monthly offer of $2,000. Graduates in other business categories also fared well. Business administration graduates garnered a 5.1 percent higher dollar average, drawing $1,788 a month. The monthly average for marketing and distribution graduates rose 3.6 percent to $1,758, while economics graduates averaged $2,026 a month, a 2.8 percent gain since July 1987.

Salary offers to engineers also improved since last July. The average offer to petroleum engineers increased 3.9 percent to $2,668 a month—the highest dollar average of all curricula. Dollar amounts for both chemical and mechanical engineers climbed 3.8 percent to monthly averages of $2,583 and $2,449, respectively. Rounding out the engineering category, electrical engineers received a 2.8 percent increase, for a monthly average of $2,478.

Dollar offers to computer science graduates rose to a monthly average of $2,284, a 4 percent gain since last July. Mathematics graduates received 3 percent higher salary offers, averaging $2,227 a month.

Among the disciplines for which historic data are available, biology was the only one that showed a decrease, dropping 6.7 percent to $1,697 per month.

At the bachelor's level, the highest average pay to nontechnical graduates came from consulting services ($2,162 a month). The best average dollar offer to technical graduates came from the petroleum industry ($2,579).

Women averaged slightly higher salary offers than men in most engineering disciplines, but men's dollar averages were higher for the majority of the business, communications, and science disciplines.

Starting pay for MBA graduates with nontechnical undergraduate degrees and no previous work experience rose 5 percent to a monthly average of $2,789. The highest average salary was $3,248, extended by financial services employers. MBA's with technical undergraduate degrees and no work experience saw a huge hike in their average dollar offer—12.1 percent to $3,199 a month. These graduates received the best salary offers from the automotive and mechanical equipment industry—a monthly average of $3,663.

The benefit of collecting more information for the *Salary Survey* is that CPC can now compile salary reports by job location. The latest results show that accounting graduates garnered their highest salary offers from employers in New York City at an average of $2,272 per month. Electrical engineers were offered starting salaries

*(continued on page 11)*

**SCOPE AND NATURE OF THE SURVEY**

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

The study surveys a fairly consistent population which includes 187 placement offices at 154 colleges and universities throughout the United States. Offers are reported from employing organizations in business, industry, government, and nonprofit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

The *Survey* is available only to members and *Salary Survey* subscribers of the College Placement Council and is intended for the professional use of its constituents. Reports are issued in January, March, July and September.

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# AVERAGE MONTHLY SALARY OFFERS

## Bachelor's Degree Candidates

(Data Combined for Men and Women)

| By Curriculum For All Types of Employers | Number of Offers September 1988 | Average $ Offers September 1988 | Average $ Offers July 1987 | Percent Change in $ Offers from July 1987 | Percentiles 90th | Percentiles 50th | Percentiles 10th |
|---|---|---|---|---|---|---|---|
| **Business** | | | | | | | |
| Accounting | 6,275 | $2,000 | $1,812 | 10.4% | $2,300 | $2,000 | $1,700 |
| Banking & Finance | 1,676 | 1,886 | N/A | N/A | 2,250 | 1,916 | 1,500 |
| Business Administration | 1,804 | 1,788 | 1,701 | 5.1 | 2,250 | 1,750 | 1,350 |
| Human Resources (incl. Labor/Industrial Relations) | 173 | 1,693 | N/A | N/A | 2,125 | 1,667 | 1,233 |
| Institutional Management | 134 | 1,677 | N/A | N/A | 2,083 | 1,600 | 1,333 |
| Management Information Systems | 599 | 2,072 | 1,979 | 4.7 | 2,475 | 2,125 | 1,583 |
| Marketing & Distribution | 1,875 | 1,758 | 1,697 | 3.6 | 2,166 | 1,750 | 1,333 |
| **Humanities & Social Sciences** | | | | | | | |
| Economics[1] | 845 | 2,026 | 1,970 | 2.8 | 2,500 | 2,000 | 1,500 |
| Letters (incl. English, Lit., etc.) | 139 | 1,722 | N/A | N/A | 2,333 | 1,667 | 1,167 |
| Humanities - All Other | 319 | 1,622 | N/A | N/A | 2,250 | 1,583 | 1,000 |
| Criminal Justice | 49 | 1,626 | N/A | N/A | 2,083 | 1,542 | 1,083 |
| History | 128 | 1,904 | N/A | N/A | 2,500 | 1,833 | 1,300 |
| Psychology | 230 | 1,716 | N/A | N/A | 2,333 | 1,667 | 1,167 |
| Social Sciences - All Other | 480 | 1,848 | N/A | N/A | 2,500 | 1,792 | 1,250 |
| **Communications** | | | | | | | |
| Advertising | 99 | 1,615 | N/A | N/A | 2,083 | 1,666 | 1,166 |
| Communications | 372 | 1,685 | N/A | N/A | 2,100 | 1,667 | 1,200 |
| Journalism | 141 | 1,531 | N/A | N/A | 2,017 | 1,513 | 1,040 |
| Technical Writing | 19 | 2,240 | N/A | N/A | * | * | * |
| **Engineering** | | | | | | | |
| Aerospace & Aeronautical | 467 | 2,348 | 2,343 | 0.2 | 2,600 | 2,400 | 2,000 |
| Agricultural | 56 | 2,085 | N/A | N/A | 2,550 | 2,143 | 1,583 |
| Biomedical & Bioengineering | 16 | 2,356 | N/A | N/A | * | * | * |
| Chemical | 1,511 | 2,583 | 2,487 | 3.8 | 2,750 | 2,625 | 2,362 |
| Civil (incl. Construction, Sanitary, & Transportation Engrg.) | 1221 | 2,133 | 2,037 | 4.7 | 2,500 | 2,100 | 1,816 |
| Electrical (incl. Computer Engrg.) | 5,347 | 2,478 | 2,410 | 2.8 | 2,700 | 2,500 | 2,200 |
| Geological | 23 | 2,068 | 1,973 | 4.8 | 2,542 | 2,042 | 1,700 |
| Industrial | 983 | 2,373 | 2,285 | 3.9 | 2,583 | 2,415 | 2,042 |
| Mechanical | 3,421 | 2,449 | 2,359 | 3.8 | 2,667 | 2,475 | 2,200 |
| Metallurgical (incl. Metallurgy & Ceramic Engrg.) | 189 | 2,454 | 2,417 | 1.5 | 2,633 | 2,485 | 2,240 |
| Mining & Mineral | 2 | 2,370 | 2,240 | * | * | * | * |
| Nuclear (incl. Engrg. Physics) | 37 | 2,395 | 2,379 | 0.7 | 2,725 | 2,525 | 1,989 |
| Petroleum | 177 | 2,668 | 2,568 | 3.9 | 3,000 | 2,750 | 2,200 |
| Engineering Technology | 413 | 2,283 | 2,185 | 4.5 | 2,600 | 2,330 | 1,833 |
| **Sciences** | | | | | | | |
| Agricultural Sciences | 188 | 1,685 | 1,649 | 2.2 | 2,275 | 1,600 | 1,200 |
| Architectural & Environmental Design | 1 | 1,300 | N/A | N/A | * | * | * |
| Biological | 119 | 1,697 | 1,818 | -6.7 | 2,292 | 1,667 | 1,100 |
| Chemistry | 99 | 2,167 | 2,131 | 1.7 | 2,500 | 2,175 | 1,730 |
| Computer Science | 1,965 | 2,284 | 2,197 | 4.0 | 2,592 | 2,325 | 1,880 |
| Mathematics | 432 | 2,227 | 2,162 | 3.0 | 2,583 | 2,273 | 1,750 |
| Allied Health Professions | 111 | 1,878 | N/A | N/A | 2,400 | 1,800 | 1,492 |
| Nursing | 274 | 1,971 | N/A | N/A | 2,333 | 1,939 | 1,600 |
| Pharmacy | 203 | 2,863 | N/A | N/A | 3,333 | 2,917 | 2,400 |
| Physics | 44 | 2,318 | N/A | N/A | 2,675 | 2,411 | 1,833 |
| Other Physical & Earth Sciences | 32 | 1,768 | N/A | N/A | 2,305 | 1,750 | 1,235 |
| Renewable Natural Resources | 20 | 1,661 | N/A | N/A | 1,917 | 1,633 | 1,200 |
| | 32,708 | | | | | | |

N/A — No historic data available.
[1]Includes economics programs with both business and social science orientation.
‡No offers reported.
*Not computed for fewer than 20 offers.

# AVERAGE MONTHLY SALARY OFFERS

## Bachelor's Degree Candidates

| By Curriculum For All Types of Employers | MEN Number of Offers September 1988 | MEN Avg. Dollar Offer September 1988 | MEN Avg. Dollar Offer July 1987 | WOMEN Number of Offers September 1988 | WOMEN Avg. Dollar Offer September 1988 | WOMEN Avg. Dollar Offer July 1987 |
|---|---|---|---|---|---|---|
| **Business** | | | | | | |
| Accounting | 3,036 | $2,008 | $1,817 | 3,239 | $1,993 | $1,807 |
| Banking & Finance | 1,047 | 1,904 | N/A | 629 | 1,856 | N/A |
| Business Administration | 1,005 | 1,813 | 1,739 | 799 | 1,758 | 1,653 |
| Human Resources (incl. Labor/Industrial Relations | 70 | 1,689 | N/A | 103 | 1,695 | N/A |
| Institutional Management | 58 | 1,736 | N/A | 76 | 1,632 | N/A |
| Management Information Systems | 306 | 2,075 | 1,975 | 293 | 2,069 | 1,983 |
| Marketing & Distribution | 935 | 1,795 | 1,716 | 940 | 1,721 | 1,678 |
| **Humanities & Social Sciences** | | | | | | |
| Economics[1] | 507 | 2,035 | 2,007 | 338 | 2,012 | 1,910 |
| Letters (incl. English, Lit., etc.) | 42 | 1,894 | N/A | 97 | 1,647 | N/A |
| Humanities - All Other | 118 | 1,794 | N/A | 201 | 1,522 | N/A |
| Criminal Justice | 32 | 1,697 | N/A | 17 | 1,492 | N/A |
| History | 74 | 2,048 | N/A | 54 | 1,707 | N/A |
| Psychology | 92 | 1,803 | N/A | 138 | 1,657 | N/A |
| Social Sciences - All Other | 221 | 1,878 | N/A | 259 | 1,822 | N/A |
| **Communications** | | | | | | |
| Advertising | 35 | 1,744 | N/A | 64 | 1,545 | N/A |
| Communications | 156 | 1,733 | N/A | 216 | 1,650 | N/A |
| Journalism | 58 | 1,573 | N/A | 83 | 1,502 | N/A |
| Technical Writing | 9 | 2,350 | N/A | 10 | 2,142 | N/A |
| **Engineering** | | | | | | |
| Aerospace & Aeronautical | 405 | 2,346 | 2,334 | 62 | 2,361 | 2,405 |
| Agricultural | 50 | 2,113 | N/A | 6 | 1,854 | N/A |
| Biomedical & Bioengineering | 8 | 2,201 | N/A | 8 | 2,512 | N/A |
| Chemical | 972 | 2,577 | 2,482 | 539 | 2,593 | 2,499 |
| Civil (incl. Construction, Sanitary, & Transportation Engrg.) | 1,013 | 2,135 | 2,036 | 208 | 2,123 | 2,042 |
| Electrical (incl. Computer Engrg.) | 4,476 | 2,477 | 2,412 | 871 | 2,487 | 2,402 |
| Geological | 14 | 2,039 | 1,869 | 9 | 2,113 | 2,284 |
| Industrial | 624 | 2,367 | 2,263 | 359 | 2,384 | 2,313 |
| Mechanical | 2,824 | 2,444 | 2,351 | 597 | 2,473 | 2,396 |
| Metallurgical (incl. Metallurgy & Ceramic Engrg.) | 132 | 2,463 | 2,400 | 57 | 2,435 | 2,450 |
| Mining & Mineral | 2 | 2,370 | 2,232 | + | * | 2,306 |
| Nuclear (incl. Engrg. Physics) | 31 | 2,368 | 2,367 | 6 | 2,535 | 2,435 |
| Petroleum | 156 | 2,638 | 2,566 | 21 | 2,894 | 2,576 |
| Engineering Technology | 352 | 2,293 | 2,186 | 61 | 2,222 | 2,144 |
| **Sciences** | | | | | | |
| Agricultural Sciences | 138 | 1,718 | 1,671 | 50 | 1,594 | 1,580 |
| Architectural & Environmental Design | 1 | 1,300 | N/A | + | * | N/A |
| Biological | 40 | 1,765 | 1,906 | 79 | 1,662 | 1,693 |
| Chemistry | 69 | 2,184 | 2,186 | 30 | 2,128 | 2,033 |
| Computer Science | 1,273 | 2,290 | 2,212 | 692 | 2,274 | 2,169 |
| Mathematics | 228 | 2,294 | 2,220 | 204 | 2,153 | 2,089 |
| Allied Health Professions | 37 | 2,024 | N/A | 74 | 1,805 | N/A |
| Nursing | 8 | 2,126 | N/A | 266 | 1,966 | N/A |
| Pharmacy | 58 | 2,894 | N/A | 145 | 2,850 | N/A |
| Physics | 35 | 2,347 | N/A | 9 | 2,203 | N/A |
| Other Physical & Earth Sciences | 22 | 1,699 | N/A | 10 | 1,919 | N/A |
| Renewable Natural Resources | 18 | 1,698 | N/A | 2 | 1,324 | N/A |
| | 20,787 | | | 11,921 | | |

N/A — No historic data available
[1]Includes economics programs with both business and social science orientation
‡No offers reported
*Not computed for fewer than 20 offers

# AVERAGE MONTHLY SALARY OFFERS

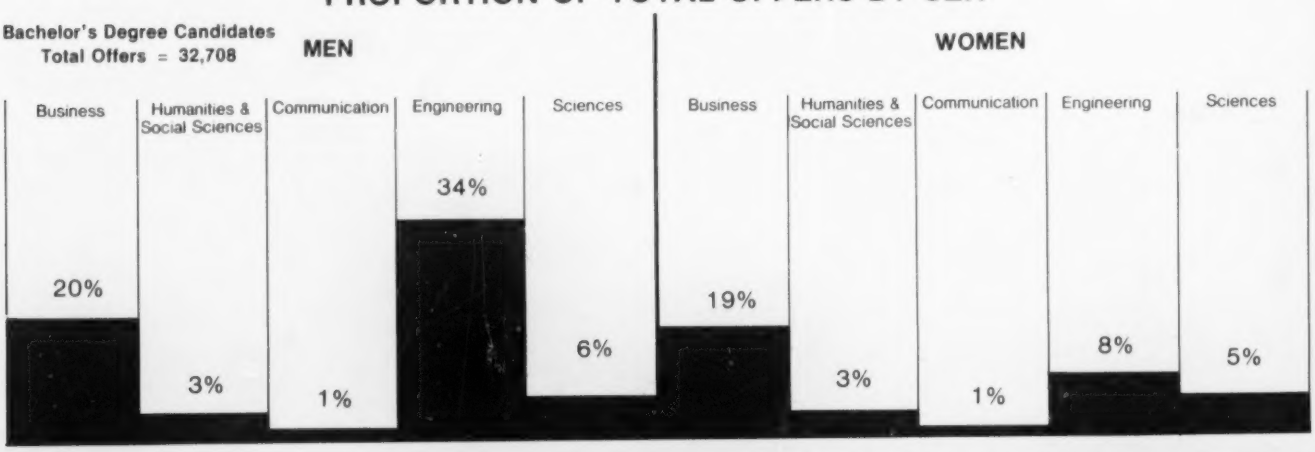
## Bachelor's Degree Candidates

| By Functional Area For All Types of Employers | MEN Number of Offers September 1988 | MEN Avg. Dollar Offer September 1988 | MEN Avg. Dollar Offer July 1987 | WOMEN Number of Offers September 1988 | WOMEN Avg. Dollar Offer September 1988 | WOMEN Avg. Dollar Offer July 1987 |
|---|---|---|---|---|---|---|
| **Administrative & Management Occupations** | | | | | | |
| Accountants & Auditors | 3,162 | $2,002 | $1,820 | 3,330 | $1,990 | $1,809 |
| Banking Occupations | 412 | 1,822 | 1,923 | 371 | 1,793 | 1,856 |
| Business Administration | 219 | 1,817 | 1,773 | 364 | 1,626 | 1,585 |
| Consultants | 645 | 2,289 | 2,194 | 435 | 2,190 | 2,094 |
| Financial Analysts | 609 | 2,142 | 2,277 | 346 | 2,065 | 2,124 |
| Human Resources | 123 | 1,781 | 1,701 | 173 | 1,595 | 1,468 |
| Management Trainee | 1,297 | 1,789 | 1,707 | 1,184 | 1,689 | 1,622 |
| **Computer & Mathematical Occupations** | | | | | | |
| Computer Programmers | 794 | 2,247 | 2,163 | 478 | 2,230 | 2,125 |
| Computer Scientists (incl. Systems Analysts) | 691 | 2,309 | 2,282 | 441 | 2,274 | 2,187 |
| Mathematician/Statisticans | 128 | 2,301 | 2,218 | 97 | 2,180 | 2,050 |
| **Marketing & Sales Occupations** | | | | | | |
| Advertising/Marketing | 432 | 1,903 | 1,838 | 379 | 1,745 | 1,776 |
| Retail/Wholesale Sales | 619 | 1,821 | 1,746 | 451 | 1,773 | 1,642 |
| Technical Sales | 319 | 2,053 | 1,931 | 126 | 1,958 | 1,896 |
| **All Other Occupations** | | | | | | |
| Agriculture & Natural Resource Occupations | 102 | 1,642 | 1,583 | 51 | 1,646 | 1,692 |
| Communications Occupations | 63 | 1,710 | 1,636 | 108 | 1,676 | 1,413 |
| Engineers (Engrg. Degree Required) | 10,343 | 2,431 | 2,360 | 2,528 | 2,461 | 2,383 |
| Health-Related Occupations | 114 | 2,396 | N/A | 264 | 2,352 | N/A |
| Insurance Occupations | 248 | 1,808 | N/A | 214 | 1,792 | N/A |
| Law Enforcement Occupations | 19 | 1,793 | N/A | 12 | 1,616 | N/A |
| Nurses | 8 | 2,276 | N/A | 259 | 1,971 | N/A |
| Production Occupations | 163 | 2,135 | 1,934 | 75 | 2,034 | 1,887 |
| Real Estate Occupations | 25 | 1,897 | N/A | 24 | 1,886 | N/A |
| Researchers—Nonscientific | 48 | 2,160 | 2,075 | 26 | 1,760 | 2,000 |
| Researchers—Scientific | 71 | 2,188 | 2,104 | 57 | 2,028 | 2,251 |
| Social Workers & Recreational Workers | 45 | 1,465 | 1,350 | 77 | 1,335 | 1,271 |
| Transportation & Distribution Occupations | 88 | 1,942 | 1,885 | 51 | 1,976 | 1,846 |
| | 20,787 | | | 11,921 | | |

N/A — No historic data available ‡ No offers reported
*Not computed for fewer than 20 offers

## PROPORTION OF TOTAL OFFERS BY SEX

Bachelor's Degree Candidates
Total Offers = 32,708



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# AVERAGE MONTHLY SALARY OFFERS

## Master's Candidates—Inexperienced[1]

(Data Combined for Men and Women)

| Graduate Program | Number of Offers: September 1988 | Average $ Offers: September 1988 | Average $ Offers: July 1987 | Percent Change in $ Offers from July 1987 | Percentiles: 90th | Percentiles: 50th | Percentiles: 10th |
|---|---|---|---|---|---|---|---|
| **Business** | | | | | | | |
| Accounting | 439 | $2,289 | $2,163 | 5.8% | $2,708 | $2,250 | $1,916 |
| MBA—Nontechnical Undergraduate | | | | | | | |
| Less than 1 year | 914 | 2,789 | 2,657 | 5.0 | 3,833 | 2,667 | 2,000 |
| 1 to 2 years[2] | 622 | 3,386 | 2,982 | 13.6 | 4,167 | 3,335 | 2,416 |
| 2 to 4 years[2] | 638 | 3,496 | 3,318 | 5.4 | 4,483 | 3,500 | 2,500 |
| Over 4 years[2] | 539 | 3,594 | 3,226 | 11.4 | 4,583 | 3,583 | 2,366 |
| MBA—Technical Undergraduate | | | | | | | |
| Less than 1 year | 304 | 3,199 | 2,854 | 12.1 | 4,167 | 3,000 | 2,333 |
| 1 to 2 years[2] | 194 | 3,596 | 3,128 | 15.0 | 4,583 | 3,583 | 2,700 |
| 2 to 4 years[2] | 344 | 3,669 | 3,492 | 5.1 | 4,583 | 3,669 | 2,708 |
| Over 4 years[2] | 285 | 3,788 | 3,574 | 6.0 | 5,000 | 3,750 | 2,600 |
| MS—Business | 128 | 2,633 | 2,384 | 10.4 | 3,333 | 2,505 | 2,083 |
| Administration (Public, Hospital, etc.) | 21 | 2,154 | 2,226 | -3.2 | 2,500 | 2,083 | 1,800 |
| Banking & Finance | 204 | 3,112 | N/A | N/A | 3,750 | 3,083 | 2,416 |
| Industrial Mgmt. (incl. Industrial Admin.) | 15 | 2,941 | 2,735 | * | * | * | * |
| Labor/Industrial Relations | 37 | 2,776 | N/A | N/A | 3,333 | 2,667 | 2,262 |
| Management Information Systems | 57 | 2,581 | N/A | N/A | 3,141 | 2,500 | 2,083 |
| **Humanities & Social Sciences** | | | | | | | |
| Humanities | 41 | 1,887 | 1,887 | 0.0 | 2,500 | 1,833 | 1,200 |
| Social Sciences | 96 | 1,938 | 1,833 | 5.7 | 2,500 | 1,833 | 1,449 |
| **Engineering** | | | | | | | |
| Aerospace & Aeronautical | 109 | 2,871 | N/A | N/A | 3,216 | 2,834 | 2,583 |
| Bioengineering & Biomedical | 2 | 3,417 | N/A | N/A | * | * | * |
| Chemical | 134 | 2,858 | 2,813 | 1.6 | 3,000 | 2,850 | 2,583 |
| Civil (incl. Construction, Sanitary, & Transportation Engrg.) | 161 | 2,533 | 2,413 | 5.0 | 3,000 | 2,500 | 2,166 |
| Electrical (incl. Computer Engrg.) | 724 | 3,011 | 2,957 | 1.8 | 3,333 | 3,000 | 2,600 |
| Geological | 19 | 2,497 | N/A | N/A | * | * | * |
| Industrial | 107 | 2,813 | 2,566 | 9.6 | 3,250 | 2,750 | 2,417 |
| Mechanical | 339 | 2,843 | 2,835 | 0.3 | 3,200 | 2,835 | 2,433 |
| Metallurgical (incl. Metallurgy & Ceramic Engrg.) | 37 | 2,840 | 2,702 | 5.1 | 3,000 | 2,850 | 2,700 |
| Nuclear | 9 | 2,738 | 2,866 | * | * | * | * |
| **Sciences** | | | | | | | |
| Biological | 8 | 1,823 | N/A | N/A | * | * | * |
| Chemistry | 41 | 2,631 | 2,333 | 12.8 | 3,227 | 2,590 | 2,300 |
| Computer Science | 251 | 2,880 | 2,817 | 2.3 | 3,275 | 2,900 | 2,400 |
| Geology & Related Geological Sciences | 22 | 2,484 | 2,200 | 12.9 | 2,950 | 2,728 | 1,750 |
| Mathematics | 41 | 2,470 | 2,329 | 6.1 | 3,033 | 2,417 | 1,909 |
| Physics | 16 | 2,894 | N/A | N/A | * | * | * |
| | 6,898 | | | | | | |

[1]One year or less of full-time, nonmilitary employment unless otherwise indicated
[2]Years of previous full-time, nonmilitary employment
*Not computed for fewer than 20 offers
‡ No offers reported
N/A -- No historic data available

# AVERAGE MONTHLY SALARY OFFERS

## Doctoral Candidates

(Data Combined for Men and Women)

| Graduate Program | Number of Offers: September 1988 | Average $ Offers: September 1988 | Average $ Offers: July 1987 | Percent Change in $ Offers from July 1987 | Percentiles: 90th | Percentiles: 50th | Percentiles: 10th |
|---|---|---|---|---|---|---|---|
| **Engineering** | | | | | | | |
| Aerospace | 15 | $3,942 | N/A | N/A | * | * | * |
| Chemical | 167 | 3,824 | $3,605 | 6.1% | $4,083 | $3,833 | $3,500 |
| Civil (incl. Construction, Sanitary, & Transportation Engrg.) | 13 | 3,180 | 3,336 | * | * | * | * |
| Electrical (incl. Computer Engrg.) | 137 | 4,071 | 3,965 | 2.7 | 4,583 | 4,333 | 3,167 |
| Mechanical | 59 | 3,824 | 3,569 | 7.1 | 4,333 | 3,875 | 3,333 |
| Metallurgical (incl. Metallurgy, Materials Engrg./Science & Ceramics) | 34 | 3,815 | 3,357 | 13.6 | 4,083 | 3,750 | 3,347 |
| **Sciences** | | | | | | | |
| Biological | 6 | 2,569 | N/A | N/A | * | * | * |
| Chemistry | 174 | 3,441 | 3,202 | 7.5 | 3,750 | 3,500 | 3,067 |
| Computer Science | 19 | 4,226 | N/A | N/A | * | * | * |
| Mathematics | 13 | 3,389 | 3,328 | * | * | * | * |
| Physics | 37 | 3,540 | 3,345 | 5.8 | 4,300 | 3,667 | 2,263 |
| Polymer | 31 | 3,437 | N/A | N/A | 3,775 | 3,550 | 2,950 |
| | 705 | | | | | | |

*Not computed for fewer than 20 offers.
‡No offers reported.
N/A—No historic data available

*(continued from page 1)*

of $2,501 from employers in St. Louis, Mo., and $2,449 from employers in Detroit, Mich. Salary data for 20 locations across the U.S. are available for many curricula. The reports cost $100 each. For more information, call or write Dawn Oberman, Statistical Services Specialist, College Placement Council, Inc., 62 Highland Ave., Bethlehem, PA 18017; 215/868-1421.

The CPC *Salary Survey* September report covers the period from September 1, 1987, to August 15, 1988. The data include offers extended to students graduating between September 1, 1987, and August 31, 1988. There are 187 placement offices at 154 colleges and universities participating in this year's *Salary Survey*. Additional copies of this report are available to CPC members and subscribers for $2.00 each.

***Dawn L. Oberman***
Statistical Services Specialist

## 1987-88 Participating Placement Offices

**ECPO** (Eastern)
Bentley College
Boston College
University of Bridgeport
Brown University
Columbia University
University of Connecticut
Cornell University
CUNY-Bernard M. Baruch
CUNY-Baruch College-Arts & Science
CUNY-City College
CUNY-Hunter College
Dartmouth College
University of Maine-Orono
MIT
MIT-Sloan School of Management
University of Massachusetts-Amherst
Mount Holyoke College
NYU-Grad. School of Business
Pace University-New York City
Pace University-Westchester
Polytechnic University
Rensselaer Polytechnic University
University of Rhode Island
University of Rochester
University of Rochester-W.E. Simon Grad. School of Business
SUNY-Buffalo
Syracuse University
Union College
Williams College
Worcester Polytechnic Institute

**MAPA** (Middle Atlantic)
Bryn Mawr College
Bucknell University
Carnegie-Mellon University
University of Delaware
Fairleigh Dickinson-Teaneck
Georgetown University
George Washington University
Grove City College
Haverford College
Lafayette College
LaSalle University
Lehigh University
Marymount University-Graduate School
New Jersey Institute of Technology
Penn State University
Penn State-Capitol Campus
University of Pennsylvania
University of Pittsburgh
Princeton University
Rutgers University-Camden-Arts & Sciences
Rutgers University-New Brunswick
Villanova University
Virginia State University
West Virginia University

**MCPA** (Midwestern)
University of Akron
Case Western Reserve University
University of Chicago-Grad. Sch. of Business
Cleveland State University
IIT-Illinois Institute of Technology
University of Illinois-Chicago
University of Illinois-Commerce & Business
University of Illinois-Engrg.
University of Illinois-Chemistry & Chemical Engineering
Indiana University
Iowa State University-Agriculture
Iowa State University-Design
Iowa State University-Engrg.
Iowa State University-Home Economics
Iowa State University-Business, Science & Humanities
Iowa State University-Veterinary Medicine
University of Iowa
University of Iowa-Engrg.
University of Kansas-Arts
University of Kansas-Business
University of Kansas-Engrg.
Michigan State University
Michigan Tech University
University of Michigan-Ann Arbor-Engrg.
University of Michigan-Ann Arbor-Business Administration
University of Michigan-Dearborn
University of Minnesota-Carlson Sch. of Mgmt.
University of Missouri-Columbia-Engrg.
University of Missouri-Rolla
University of Missouri-St. Louis
University of North Dakota
Northwestern University
Northwestern University-Kellogg Grad. Sch. of Business
Ohio State University-Arts & Science
Ohio State University-Business
Ohio State University-Engrg.
Ohio University
Purdue University
Southern Illinois University-Carbondale
Southern Illinois University-Edwardsville
Southwest Missouri State University
University of Toledo
Washington University-Sch. of Business
Wayne State University
University of Wisconsin-Madison-Arts
University of Wisconsin-Madison Business
University of Wisconsin-Madison-Engrg.
Youngstown State University

**RMCPA** (Rocky Mountain)
University of Arizona
Brigham Young University
Colorado School of Mines
Colorado State University
University of Colorado
University of Denver
Kansas State University
Montana State University
University of Montana
University of Nebraska-Lincoln
New Mexico State University
University of New Mexico
Northern Arizona University
University of Northern Colorado
South Dakota School of Mines
Utah State University
University of Utah

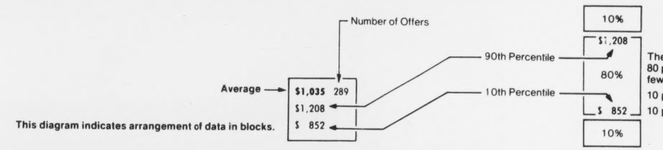
**SCPA** (Southern)
Alabama A&M University
Auburn University
Augusta College
Clemson University
Duke University
Duke University-Grad. Sch. of Business Administration
University of Florida
Georgia Institute of Technology
University of Georgia
University of Kentucky
Mary Washington College
Memphis State University
Mississippi State
University of Mississippi
North Carolina A&T State University
University of North Carolina-Chapel Hill
University of North Carolina-Greensboro
Rollins College
University of South Florida
University of Tennessee-Knoxville
Tulane University
Vanderbilt University
Vanderbilt University-Owen Grad. School of Management
Virginia Tech & State University
University of Virginia
University of Virginia-Colgate Darden Grad. Sch. of Business
Wake Forest University
Wake Forest University-Babcock Grad. Sch. of Management
College of William & Mary

**SWPA** (Southwestern)
University of Arkansas-Fayetteville
Baylor University
University of Houston
Lamar University
Louisiana Tech University
North Texas State University
Oklahoma State University
Oklahoma State University-Engrg.
University of Oklahoma
Prairie View A & M
Southern Methodist University
Texas A & I University
Texas A & M University
Texas Tech University
University of Texas-Arlington
University of Texas-Austin-Business Admin.
University of Texas-Austin-Engrg.
University of Texas-El Paso

**WCPA** (Western)
Arizona State University
California Institute of Technology
California Poly. State University-San Luis Obispo
California State Poly. University-Pomona
California State University-Fresno
California State University-Long Beach
California State University-Sacramento
University of California-Los Angeles
University of Idaho
University of Nevada-Reno
Oregon State University
University of Oregon
Portland State University
San Diego State University
San Jose State University
Santa Clara University
University of Southern California
University of Southern California-Grad. Sch. of Business
Stanford University
Washington State University
University of Washington

# Monthly beginning salary offers to all candidates by curriculum and employer

**Formal Report No. 4 ■ September 1988 ■ Data combined for men and women**




The 90th and 10th percentiles are those salary offers between which 80 percent of the offers in a category are located. Not computed for fewer than 20 offers.

10 percent of the salary offers are higher than the 90th percentile.

10 percent of the salary offers are lower than the 10th percentile.

**NON-TECHNICAL**

**BACHELOR'S DEGREE**

| CURRICULUM | BUSINESS & SERVICES | | | | | | | | | | MANUFACTURING ■ INDUSTRIAL | | | | | | | | | | | | | | | GOV'T ■ NON-PROFIT | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Public Accounting | Advertising | Banking | Computer & Data Processing | Consulting Services | Finance | Hotels & Motels (Hospitality) | Insurance | Merchandising (Retail & Wholesale) | Publishing | Research & Development | Restaurants | Transportation Services | Utilities | Other Business Services | Aerospace | Agriculture, Forestry & Fishing | Automotive & Mechanical Equipment | Bldg. Materials Mfrs. & Construction | Chemicals, Drugs, & Allied Products | Computers & Business Machines | Electrical & Elect. Mach. & Equip. | Food & Beverage Processing | Glass, Paper, Packaging & Allied Products | Metals & Metal Products | Petroleum & Allied Products (incl. Nat. Gas) | Scientific Instruments (incl. Medical) | Textiles | Tire & Rubber & Allied Products | Education | Health Services | Non-Profit Organizations | Federal Government | Local/State Government |
| Accounting | $2,035 5048<br>$2,333<br>$1,791 | $1,498 7 | $1,804 72<br>$2,225<br>$1,500 | $2,007 14 | $1,952 15 | $1,865 49<br>$2,167<br>$1,500 | $1,524 12 | $1,836 48<br>$2,083<br>$1,580 | $1,771 59<br>$2,083<br>$1,450 | $1,561 3 | $1,797 5 | $1,619 8 | $1,976 15 | $1,884 36<br>$2,167<br>$1,650 | $1,838 66<br>$2,125<br>$1,500 | $1,985 19 | $1,748 9 | $1,928 32<br>$2,125<br>$1,666 | $1,821 13 | $2,043 40<br>$2,300<br>$1,835 | $2,111 48<br>$2,333<br>$1,850 | $1,978 62<br>$2,170<br>$1,850 | $1,915 32<br>$2,166<br>$1,600 | $2,004 33<br>$2,200<br>$1,800 | $1,884 8 | $1,984 243<br>$2,166<br>$1,855 | $2,012 12 | $1,861 3 | $1,981 8 | $1,586 16 | $1,698 29<br>$2,000<br>$1,500 | $1,977 5 | $1,593 95<br>$1,800<br>$1,487 | $1,647 111<br>$1,850<br>$1,467 |
| Banking & Finance | $2,072 113<br>$2,333<br>$1,792 | $1,916 1 | $1,834 493<br>$2,250<br>$1,458 | $1,884 24<br>$2,100<br>$1,708 | $2,067 38<br>$2,341<br>$1,750 | $1,869 176<br>$2,500<br>$1,375 | $1,681 4 | $1,808 156<br>$2,166<br>$1,500 | $1,679 121<br>$2,205<br>$1,417 | $1,782 8 | $1,667 1 | $1,563 5 | $1,763 15 | $1,914 19 | $1,891 73<br>$2,167<br>$1,500 | $1,988 34<br>$2,050<br>$1,850 | $1,777 3 | $2,018 23<br>$2,250<br>$1,750 | $1,848 4 | $2,164 26<br>$2,433<br>$2,000 | $2,090 49<br>$2,458<br>$1,900 | $2,020 72<br>$2,208<br>$1,833 | $2,014 33<br>$2,333<br>$1,583 | $1,986 25<br>$2,100<br>$1,709 | $1,942 4 | $2,009 70<br>$2,200<br>$1,891 | $2,097 14 | $1,844 8 | $1,936 3 | $1,625 2 | $1,953 20<br>$2,167<br>$1,666 | $1,422 3 | $1,634 25<br>$1,917<br>$1,400 | $1,687 11 |
| Business Administration & Mgmt. | $1,994 97<br>$2,208<br>$1,750 | $1,619 7 | $1,737 164<br>$2,000<br>$1,375 | $1,756 47<br>$2,166<br>$1,500 | $2,112 39<br>$2,416<br>$1,667 | $1,757 50<br>$2,458<br>$1,042 | $1,474 68<br>$1,583<br>$1,256 | $1,715 130<br>$2,000<br>$1,308 | $1,648 381<br>$2,083<br>$1,300 | $1,672 13 | $1,940 13 | $1,629 59<br>$2,000<br>$1,400 | $1,790 31<br>$2,200<br>$1,333 | $1,977 12 | $1,750 134<br>$2,250<br>$1,250 | $1,900 38<br>$2,250<br>$1,720 | | $2,105 27<br>$2,418<br>$1,750 | $1,862 27<br>$2,200<br>$1,583 | $2,089 47<br>$2,333<br>$1,833 | $1,933 43<br>$2,271<br>$1,500 | $2,018 60<br>$2,416<br>$1,666 | $2,016 94<br>$2,333<br>$1,625 | $1,951 25<br>$2,167<br>$1,583 | $1,947 17 | $1,980 36<br>$2,166<br>$1,875 | $1,900 21<br>$2,132<br>$1,500 | $1,908 24<br>$2,150<br>$1,600 | $1,940 4 | $1,516 17 | $1,803 26<br>$2,207<br>$1,391 | $1,532 11 | $1,561 29<br>$1,833<br>$1,260 | $1,814 13 |
| Human Resources (incl. Labor/ Industrial Relations) | $2,334 2 | | $1,845 13 | $1,626 5 | $1,869 3 | | $1,670 9 | $1,743 35<br>$2,058<br>$1,333 | $1,544 26<br>$1,833<br>$1,167 | $1,717 2 | $1,083 1 | $1,420 5 | $1,325 2 | $1,731 3 | $1,546 12 | $1,694 3 | | $1,976 3 | $2,175 1 | $2,083 1 | $1,788 4 | $1,739 5 | $2,031 6 | $1,608 2 | $1,417 1 | $2,037 5 | | | | $2,333 1 | $1,574 6 | $1,662 4 | $1,468 10 | $1,696 3 |
| Institutional Management | | | $1,750 3 | $1,545 3 | $2,708 1 | $2,528 3 | $1,510 30<br>$1,667<br>$1,292 | $1,919 17 | $1,473 12 | $1,500 1 | | $1,581 31<br>$1,700<br>$1,417 | $1,500 1 | $4,005 1 | $1,953 5 | | | | $1,833 1 | | | $2,271 2 | $2,119 3 | $1,625 2 | | $1,560 2 | $1,667 1 | | | $2,325 2 | $1,658 6 | $1,400 1 | $1,396 5 | $1,400 1 |
| Management Information Systems | $2,176 74<br>$2,417<br>$2,000 | | $1,925 17 | $2,048 48<br>$2,500<br>$1,700 | $2,213 15 | $1,906 17 | $1,617 5 | $1,969 35<br>$2,167<br>$1,733 | $1,694 41<br>$2,000<br>$1,440 | $1,790 5 | $2,232 6 | $1,479 2 | $2,125 10 | $1,931 19 | $2,106 24<br>$2,500<br>$1,708 | $2,127 33<br>$2,250<br>$2,000 | $1,433 2 | $2,310 4 | $1,921 6 | $2,298 12 | $2,289 56<br>$2,600<br>$1,916 | $1,980 36<br>$2,375<br>$1,603 | $2,194 18 | $2,253 7 | $1,930 3 | $2,290 61<br>$2,400<br>$2,166 | $2,246 9 | $2,230 3 | $2,075 2 | $1,557 3 | $1,992 7 | | $1,605 13 | $1,826 6 |
| Marketing & Distribution | $1,925 18 | $1,526 25<br>$1,833<br>$1,333 | $1,631 38<br>$1,875<br>$1,333 | $1,752 42<br>$2,167<br>$1,333 | $1,777 11 | $1,694 38<br>$2,000<br>$1,400 | $1,523 14 | $1,751 91<br>$2,090<br>$1,417 | $1,670 675<br>$2,083<br>$1,325 | $1,729 21<br>$1,875<br>$1,600 | $1,832 12 | $1,629 42<br>$1,917<br>$1,400 | $1,937 37<br>$2,300<br>$1,517 | $2,080 11 | $1,627 143<br>$2,060<br>$1,000 | $2,107 7 | $1,866 10 | $1,909 47<br>$2,250<br>$1,542 | $1,797 19 | $2,007 96<br>$2,250<br>$1,800 | $1,830 82<br>$2,083<br>$1,500 | $1,830 77<br>$2,133<br>$1,560 | $1,921 103<br>$2,250<br>$1,600 | $1,799 43<br>$2,085<br>$1,500 | $1,821 7 | $2,037 48<br>$2,208<br>$1,900 | $2,040 33<br>$2,433<br>$1,708 | $1,771 20<br>$2,000<br>$1,500 | $2,153 3 | $2,375 1 | $1,936 28<br>$2,167<br>$1,603 | $1,285 6 | $1,483 19 | $1,667 8 |
| Economics[1] | $2,238 61<br>$2,567<br>$1,917 | $2,222 3 | $1,979 206<br>$2,542<br>$1,542 | $1,832 16 | $2,247 82<br>$2,700<br>$1,917 | $2,387 101<br>$2,667<br>$1,875 | $1,555 3 | $1,935 80<br>$2,333<br>$1,666 | $1,709 74<br>$2,083<br>$1,416 | $1,777 5 | | $1,525 4 | $2,019 15 | $2,518 4 | $1,948 49<br>$2,500<br>$1,500 | $1,859 12 | $1,708 5 | $1,734 2 | $2,064 7 | $2,153 15 | $1,949 9 | $2,219 15 | $2,087 12 | $1,778 7 | $1,869 4 | $2,028 6 | $2,038 2 | $1,907 9 | $2,042 1 | $1,583 3 | $1,778 3 | $1,581 5 | $1,558 20<br>$1,583<br>$1,500 | $1,597 5 |
| Letters (incl. English, Lit., etc.) | $1,666 1 | $1,755 8 | $1,856 12 | $1,802 4 | | $2,708 6 | $1,667 1 | $1,674 7 | $1,685 30<br>$1,917<br>$1,250 | $1,332 7 | | $1,333 1 | | $1,958 2 | $1,569 22<br>$1,958<br>$1,150 | $1,468 1 | $1,833 1 | | | $2,152 3 | $1,597 3 | $2,026 3 | $1,863 5 | $2,208 1 | | | | $2,429 1 | | $1,775 4 | $1,844 4 | $1,166 5 | $1,535 3 | $1,352 4 |
| Humanities - All Other | $2,275 4 | $1,403 6 | $1,933 21<br>$2,417<br>$1,600 | $1,750 2 | $2,012 7 | $2,113 11 | $1,496 8 | $1,830 17 | $1,571 108<br>$1,916<br>$1,166 | $1,556 10 | | $1,398 5 | $1,471 2 | $1,880 1 | $1,493 42<br>$1,750<br>$1,000 | $1,428 1 | | $1,167 2 | $1,836 3 | $2,183 1 | $1,555 3 | $1,950 2 | $2,189 3 | | | $1,800 1 | | $1,458 1 | $1,000 1 | $1,615 7 | $1,426 6 | $1,359 22<br>$1,666<br>$ 960 | $1,737 12 | $1,434 10 |
| Criminal Justice | | | | | $1,800 1 | | | $1,510 4 | $1,402 11 | | | | | | $1,856 5 | | | $1,083 1 | | | | | $3,750 1 | | | | | | $ 870 1 | | $1,100 1 | $1,797 4 | $1,656 20<br>$2,083<br>$1,283 |
| History | $2,100 5 | $2,000 1 | $2,221 16 | $1,333 1 | $2,394 8 | $2,357 13 | $ 700 1 | $1,732 5 | $1,704 25<br>$1,950<br>$1,456 | $1,834 2 | $1,833 2 | $1,694 3 | $2,046 2 | | $1,862 11 | | $1,791 1 | | $2,600 1 | $2,015 3 | $1,483 1 | $1,500 1 | $2,000 4 | $1,842 3 | | $2,253 1 | | $1,917 1 | | | $1,575 4 | $1,352 6 | $1,438 4 | $1,439 3 |
| Psychology | $2,499 10 | $1,458 1 | $1,747 11 | $2,083 1 | $2,365 6 | $1,250 1 | $1,535 3 | $1,711 13 | $1,664 71<br>$2,000<br>$1,375 | $1,958 1 | | $1,613 1 | $1,433 3 | | $1,464 7 | $2,019 4 | | $1,892 2 | $1,200 2 | $1,758 6 | $2,200 5 | $2,166 7 | $2,000 8 | $2,021 2 | $1,833 1 | $2,083 1 | $1,820 1 | $1,881 1 | | $1,227 5 | $1,515 22<br>$1,750<br>$1,041 | $1,259 13 | $1,548 8 | $1,651 13 |
| Social Sciences - All Other | $2,258 7 | $1,488 5 | $2,070 43<br>$2,585<br>$1,500 | $1,881 2 | $2,507 28<br>$3,000<br>$1,917 | $2,277 40<br>$3,000<br>$1,500 | $1,575 4 | $1,928 30<br>$2,333<br>$1,666 | $1,702 92<br>$2,042<br>$1,400 | $1,680 2 | $1,555 3 | $1,350 5 | $1,749 8 | $2,025 2 | $1,656 28<br>$2,083<br>$1,200 | $1,416 1 | $1,792 1 | $2,520 5 | $1,450 2 | $1,905 9 | $1,757 7 | $2,074 6 | $1,885 14 | $1,972 3 | | $1,450 2 | $2,041 5 | $1,662 4 | $1,839 3 | $1,648 15 | $1,851 18 | $1,530 22<br>$2,000<br>$1,120 | $1,535 21<br>$1,700<br>$1,286 | $1,570 43<br>$2,000<br>$1,250 |
| Advertising | | $1,451 21<br>$1,833<br>$1,166 | | $1,291 4 | $1,400 2 | | | $2,250 2 | $1,705 25<br>$2,205<br>$1,500 | $1,490 4 | | $1,236 3 | $1,400 1 | | $1,606 18 | | | | | $2,096 4 | $1,681 3 | $1,920 1 | $1,866 5 | $1,500 1 | | | | $1,764 1 | | | $1,859 2 | $1,208 1 | $1,500 1 | |
| Communications | $1,594 3 | $1,419 12 | $1,706 9 | $1,735 12 | $2,017 11 | $1,875 8 | $1,718 8 | $1,674 17 | $1,633 93<br>$2,000<br>$1,200 | $1,732 14 | $1,250 1 | $1,583 6 | $1,557 5 | $1,439 3 | $1,572 54<br>$2,000<br>$1,083 | $2,000 2 | | $1,904 4 | $1,700 1 | $1,950 22<br>$2,125<br>$1,541 | $1,833 9 | $1,620 7 | $1,928 18 | $1,789 8 | $1,808 2 | $2,009 1 | $1,886 7 | $2,004 4 | $1,900 1 | $1,336 10 | $1,695 6 | $1,450 7 | $1,447 5 | $1,400 2 |
| Journalism | | $1,574 6 | $1,632 5 | $1,833 1 | $1,511 4 | $1,500 3 | $1,000 1 | $1,644 5 | $1,485 21<br>$1,902<br>$1,083 | $1,587 12 | | $1,646 2 | $1,500 2 | $2,580 1 | $1,348 43<br>$1,750<br>$1,000 | | | $1,367 2 | $1,892 3 | $2,025 2 | $1,905 3 | | $1,816 8 | $1,583 2 | | | $1,950 3 | | | $1,376 3 | $1,554 5 | | $1,572 2 | $1,422 2 |
| Technical Writing | | | | $2,125 2 | | | | | | | $1,167 1 | | | | | | | $2,025 1 | | | $2,336 6 | $2,017 2 | $2,568 6 | | | | | | $1,667 1 | | | | |

TECHNICAL

| CURRICULUM | BUSINESS & SERVICES | | | | | | | | | | | | | | | MANUFACTURING ■ INDUSTRIAL | | | | | | | | | | | | | | GOV'T ■ NON-PROFIT | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Public Accounting | Advertising | Banking | Computer & Data Processing | Consulting Services | Finance | Hotels & Motels (Hospitality) | Insurance | Merchandising (Retail & Wholesale) | Publishing | Research & Development | Restaurants | Transportation Services | Utilities | Other Business Services | Aerospace | Agriculture, Forestry & Fishing | Automotive & Mechanical Equipment | Bldg. Materials Mfrs. & Construction | Chemicals, Drugs, & Allied Products | Computers & Business Machines | Electrical & Elect. Mach. & Equip. | Food & Beverage Processing | Glass, Paper, Packaging & Allied Products | Metals & Metal Products | Petroleum & Allied Products (incl. Nat. Gas) | Scientific Instruments (incl. Medical) | Textiles | Tire & Rubber & Allied Products | Education | Health Services | Non-Profit Organizations | Federal Government | Local/State Government |
| **BACHELOR'S DEGREE** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Aerospace & Aeronautical** | $2,365 4 | | $1,600 1 | $2,583 1 | $2,528 3 | $1,333 1 | | $1,625 1 | | | $2,588 4 | | $1,775 4 | | | $2,404 378<br>$2,617<br>$2,200 | | $2,398 7 | $2,292 3 | $2,072 1 | $2,450 3 | $2,348 10 | | | | $2,603 3 | | | | | | | $1,909 39<br>$2,029<br>$1,583 | $1,865 4 |
| **Agricultural** | $2,250 1 | | $1,416 1 | | | | | | $1,416 1 | | | | $1,782 1 | | $1,834 2 | | $1,774 6 | $2,440 7 | $2,119 6 | $2,231 5 | | | $2,116 11 | $1,666 1 | $2,463 2 | $2,300 1 | | $2,750 1 | | $1,580 1 | | | $1,994 4 | $2,032 5 |
| **Bioengineering & Biomedical** | | | | | | | | | | | $2,083 1 | | | | | $2,000 1 | | $2,471 2 | | | $2,550 2 | | | $2,469 4 | | $2,617 1 | $2,500 1 | | | $2,195 3 | | $2,000 1 | |
| **Chemical** | $2,311 6 | | $2,416 1 | $2,917 2 | $2,386 26<br>$2,655<br>$2,080 | $2,555 3 | | $2,208 1 | | $2,588 4 | $2,404 8 | $2,417 2 | $3,000 1 | $2,400 7 | $2,333 1 | $2,475 27<br>$2,610<br>$2,366 | $2,593 5 | $2,519 33<br>$2,708<br>$2,333 | $2,311 29<br>$2,670<br>$2,000 | $2,613 724<br>$2,750<br>$2,500 | $2,507 23<br>$2,667<br>$2,325 | $2,565 50<br>$2,708<br>$2,417 | $2,572 57<br>$2,725<br>$2,417 | $2,541 66<br>$2,708<br>$2,417 | $2,522 4 | $2,654 334<br>$2,766<br>$2,541 | $2,579 18 | $2,651 8 | $2,599 38<br>$2,675<br>$2,500 | | | | $1,982 27<br>$2,075<br>$1,833 | $2,186 6 |
| **Civil (incl. Construc., Sanitary, & Transpor. Engrg.)** | $2,137 4 | | | | $2,092 117<br>$2,292<br>$1,850 | $2,500 1 | | $2,330 3 | $2,665 1 | $2,458 1 | $2,188 8 | | $2,007 49<br>$2,291<br>$1,782 | $2,320 34<br>$2,683<br>$2,166 | $2,322 9 | $2,318 20<br>$2,448<br>$2,250 | $2,161 3 | $2,192 22<br>$2,433<br>$2,100 | $2,151 329<br>$2,444<br>$1,900 | $2,381 15 | $2,478 4 | $2,394 17 | $2,491 3 | $2,536 3 | $2,220 5 | $2,515 72<br>$2,650<br>$2,325 | $1,916 1 | | | $2,220 4 | $1,466 1 | $1,980 94<br>$2,083<br>$1,650 | $2,045 401<br>$2,360<br>$1,785 |
| **Electrical (incl. Computer Engrg.)** | $2,411 105<br>$2,600<br>$2,200 | $2,500 1 | $2,453 10 | $2,481 90<br>$2,900<br>$2,050 | $2,480 107<br>$2,833<br>$2,167 | $2,643 33<br>$2,750<br>$2,458 | | $2,444 11 | $2,188 9 | $2,384 11 | $2,532 92<br>$2,717<br>$2,208 | $1,000 1 | $2,533 7 | $2,496 316<br>$2,667<br>$2,316 | $2,556 186<br>$2,717<br>$2,290 | $2,492 823<br>$2,675<br>$2,291 | $2,352 1 | $2,489 205<br>$2,666<br>$2,300 | $2,401 114<br>$2,625<br>$2,100 | $2,587 149<br>$2,708<br>$2,483 | $2,546 667<br>$2,735<br>$2,333 | $2,503 1598<br>$2,667<br>$2,309 | $2,670 35<br>$2,791<br>$2,583 | $2,540 67<br>$2,675<br>$2,352 | $2,502 96<br>$2,625<br>$2,300 | $2,600 162<br>$2,750<br>$2,400 | $2,475 42<br>$2,650<br>$2,350 | $2,345 7 | $2,560 20<br>$2,650<br>$2,375 | $2,149 12 | $1,882 6 | $2,008 4 | $2,037 306<br>$2,445<br>$1,605 | $2,265 54<br>$2,540<br>$2,000 |
| **Geological** | | | | | $2,018 7 | | | | $1,500 3 | | $2,033 3 | | | | $2,500 1 | | | | $2,053 5 | | | | | | | | $2,516 4 | | | | | | | |
| **Industrial** | $2,374 81<br>$2,583<br>$2,167 | | $2,240 8 | $2,575 1 | $2,369 73<br>$2,567<br>$2,083 | $2,621 5 | $2,667 1 | $2,126 5 | $2,024 5 | $2,187 5 | $2,644 8 | | $2,500 8 | $2,407 31<br>$2,525<br>$2,300 | $2,568 24<br>$2,800<br>$2,300 | $2,322 107<br>$2,565<br>$2,075 | $1,615 1 | $2,419 62<br>$2,585<br>$2,175 | $2,326 31<br>$2,500<br>$2,000 | $2,438 46<br>$2,542<br>$2,350 | $2,449 66<br>$2,583<br>$2,215 | $2,376 184<br>$2,550<br>$2,200 | $2,532 51<br>$2,667<br>$2,415 | $2,393 31<br>$2,542<br>$2,250 | $2,347 29<br>$2,600<br>$2,042 | $2,364 18 | $2,364 13 | $2,355 33<br>$2,542<br>$2,166 | $2,393 7 | | $2,292 2 | | $2,030 42<br>$2,291<br>$1,750 | $2,042 5 |
| **Mechanical** | $2,343 47<br>$2,500<br>$2,150 | | $2,208 5 | $2,431 9 | $2,370 74<br>$2,700<br>$2,083 | $2,494 3 | | $2,262 12 | $2,267 4 | $2,485 8 | $2,369 38<br>$2,625<br>$2,083 | $ $2,500 1 | $2,403 5 | $2,551 124<br>$2,724<br>$2,390 | $2,517 23<br>$2,658<br>$2,325 | $2,443 598<br>$2,625<br>$2,292 | $2,315 6 | $2,411 537<br>$2,600<br>$2,167 | $2,390 156<br>$2,643<br>$2,083 | $2,578 278<br>$2,720<br>$2,458 | $2,491 119<br>$2,667<br>$2,320 | $2,455 518<br>$2,600<br>$2,283 | $2,549 73<br>$2,667<br>$2,375 | $2,529 84<br>$2,650<br>$2,375 | $2,418 149<br>$2,580<br>$2,225 | $2,592 285<br>$2,750<br>$2,417 | $2,454 30<br>$2,650<br>$2,335 | $2,480 17 | $2,505 48<br>$2,625<br>$2,200 | $2,450 1 | $2,417 5 | $1,979 2 | $2,022 134<br>$2,333<br>$1,625 | $2,365 28<br>$2,650<br>$2,050 |
| **Metallurgical (incl. Metallurgy, & Ceramic Engrg.)** | | | | $2,670 2 | $2,332 6 | | | | | $2,600 1 | $2,333 1 | | | | | $2,486 22<br>$2,585<br>$2,400 | | $2,443 25<br>$2,600<br>$2,333 | $2,188 2 | $2,494 14 | $2,508 14 | $2,558 13 | | | $2,461 65<br>$2,600<br>$2,300 | $2,693 12 | | | | | | | $1,742 7 | |
| **Mining & Mineral** | | | | | | | | | | | | | | | | | | | $2,370 2 | | | | | | | | | | | | | | |
| **Nuclear** | | | | | | | | | | | $2,333 1 | | | $2,607 10 | | $2,452 3 | | | $2,458 1 | $2,635 4 | $2,609 1 | $2,605 4 | | | $2,565 1 | $2,400 1 | | | | | | |
| **Petroleum** | $2,400 1 | | | | $1,800 1 | | | | | | | | | | $2,000 1 | | | $2,400 2 | | | | $2,350 2 | | | | $2,686 170<br>$3,000<br>$2,200 | | | | | | $1,872 7 | $2,194 4 |
| **Engineering Technology** | $2,315 15 | | $2,217 2 | $2,444 6 | $2,637 11 | $2,629 4 | | $1,587 2 | $1,844 3 | | $2,159 4 | | $1,458 2 | $2,351 8 | $2,376 17 | $2,290 87<br>$2,500<br>$2,100 | | $2,322 38<br>$2,833<br>$1,833 | $2,221 44<br>$2,500<br>$1,875 | $2,155 11 | $2,270 16 | $2,261 73<br>$2,518<br>$1,850 | $2,177 7 | $2,321 17 | $2,387 26<br>$2,500<br>$2,183 | $2,285 7 | $2,057 2 | | $2,400 1 | | | $2,000 1 | $1,822 5 | $2,315 4 |
| **Agricultural Sciences** | $2,083 1 | | $1,560 5 | $2,042 2 | $1,160 1 | | $1,287 2 | $1,605 2 | $1,492 9 | | $1,200 1 | $1,613 2 | | $3,000 1 | $1,600 1 | | $1,569 70<br>$2,000<br>$1,127 | $2,458 1 | $1,936 6 | $1,886 10 | | | $1,954 43<br>$2,333<br>$1,583 | $2,150 2 | | $2,342 2 | | | | $1,466 4 | $1,750 2 | $1,371 5 | $1,318 15 | $1,650 1 |
| **Architectural & Environmental Design** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | $1,300 1 | |
| **Biological Sciences** | $2,083 1 | | $1,278 3 | | $2,063 2 | $1,792 3 | $1,319 2 | | $1,417 4 | $1,542 2 | $1,872 3 | | | | $1,650 3 | | $1,542 4 | $2,083 2 | | $1,959 22<br>$2,363<br>$1,333 | | $2,333 2 | $1,661 4 | | $1,250 1 | | $1,890 7 | | | $1,546 16 | $1,568 23<br>$2,167<br>$1,100 | $1,206 6 | $1,932 5 | $1,909 4 |
| **Chemistry** | $2,479 2 | | $2,583 1 | | $2,975 2 | $2,000 1 | | $2,400 1 | | $2,500 1 | $1,783 9 | | | $2,370 2 | $2,417 2 | $2,075 3 | | | | $2,209 46<br>$2,420<br>$2,000 | | $2,047 5 | $2,000 1 | $2,275 1 | | $2,327 7 | $2,069 3 | $2,406 2 | | | $1,703 5 | $1,937 2 | $2,162 3 | |
| **Computer Science** | $2,220 100<br>$2,500<br>$1,916 | $1,584 2 | $2,101 40<br>$2,416<br>$1,908 | $2,232 212<br>$2,700<br>$1,750 | $2,272 96<br>$2,583<br>$2,000 | $2,309 27<br>$2,500<br>$2,000 | | $2,081 45<br>$2,700<br>$1,750 | $1,967 38<br>$2,083<br>$1,558 | $1,800 1 | $2,364 45<br>$2,717<br>$2,033 | $1,492 2 | $2,169 19 | $2,249 54<br>$2,583<br>$1,917 | $2,301 116<br>$2,583<br>$1,791 | $2,277 152<br>$2,583<br>$1,950 | $1,791 1 | $2,304 39<br>$2,533<br>$2,100 | $2,031 13 | $2,391 76<br>$2,508<br>$2,250 | $2,440 350<br>$2,650<br>$2,100 | $2,393 209<br>$2,625<br>$2,082 | $2,260 20<br>$2,500<br>$2,015 | $2,213 16 | $2,163 6 | $2,343 139<br>$2,542<br>$2,115 | $2,356 16 | $2,122 8 | $2,295 10 | $1,943 16 | $2,124 27<br>$2,225<br>$1,625 | $1,627 7 | $1,926 54<br>$2,250<br>$1,529 | $1,701 9 |
| **Mathematics** | $2,216 41<br>$2,471<br>$2,000 | | $1,823 22<br>$2,000<br>$1,625 | $2,277 22<br>$2,666<br>$1,792 | $2,319 30<br>$2,667<br>$2,000 | $2,234 21<br>$2,500<br>$1,833 | $1,708 2 | $2,313 138<br>$2,625<br>$1,900 | $1,875 3 | | $2,265 11 | $1,600 2 | $2,078 3 | $2,041 1 | $2,307 9 | $2,352 20<br>$2,578<br>$2,140 | $2,166 1 | $2,252 3 | $2,052 6 | $2,170 7 | $2,348 21<br>$2,550<br>$2,083 | $2,298 30<br>$2,575<br>$1,875 | $2,201 2 | | $2,000 1 | $2,379 11 | $2,166 1 | | | $1,727 3 | | $1,500 1 | $1,775 17 | $2,123 3 |

TECHNICAL

| CURRICULUM | BUSINESS & SERVICES | | | | | | | | | | | | | | | MANUFACTURING ■ INDUSTRIAL | | | | | | | | | | | | | | GOV'T ■ NON-PROFIT | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Public Accounting | Advertising | Banking | Computer & Data Processing | Consulting Services | Finance | Hotels & Motels (Hospitality) | Insurance | Merchandising (Retail & Wholesale) | Publishing | Research & Development | Restaurants | Transportation Services | Utilities | Other Business Services | Aerospace | Agriculture, Forestry & Fishing | Automotive & Mechanical Equipment | Bldg. Materials Mfrs. & Construction | Chemicals, Drugs, & Allied Products | Computers & Business Machines | Electrical & Elect. Mach. & Equip. | Food & Beverage Processing | Glass, Paper, Packaging & Allied Products | Metals & Metal Products | Petroleum & Allied Products (incl. Nat. Gas) | Scientific Instruments (incl. Medical) | Textiles | Tire & Rubber & Allied Products | Education | Health Services | Non-Profit Organizations | Federal Government | Local/State Government |
| **BACHELOR'S DEGREE** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Allied Health Professions** | | | | | | | **$1,521** 2 | | **$1,666** 3 | | | **$1,791** 1 | | | | | | | | **$2,038** 2 | | **$1,833** 1 | | | | | **$1,900** 1 | | | **$1,278** 3 | **$1,916** 92<br>$2,500<br>$1,500 | **$1,761** 5 | | **$1,900** 1 |
| **Nursing** | | | | | | | **$1,606** 1 | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Pharmacy** | | | **$1,833** 1 | | **$2,917** 2 | | | | **$3,016** 21<br>$3,600<br>$2,667 | | | | | | **$2,629** 2 | | | | | **$2,350** 13 | | | | | | | | | | | **$1,976** 269<br>$2,333<br>$1,600 | | **$1,790** 3 | **$1,667** 1 |
| **Physics** | | | **$2,416** 1 | **$2,792** 1 | **$1,834** 2 | | | | | | **$2,166** 1 | | | | **$2,067** 3 | **$2,508** 12 | | **$2,130** 1 | | | **$2,400** 1 | **$2,365** 9 | | | | **$2,417** 1 | **$2,505** 5 | | | | **$2,908** 162<br>$3,333<br>$2,500 | | **$1,583** 2 | |
| **Other Physical & Earth Sciences** | | | | | | | | | **$1,764** 3 | | | | | **$2,000** 1 | **$1,432** 2 | | **$1,912** 2 | | | **$1,783** 1 | | | **$1,167** 1 | | | **$2,096** 7 | | **$2,108** 1 | | | | | **$1,985** 7 | |
| **Renewable Natural Resources** | | | | | **$1,917** 2 | | | | **$1,500** 1 | | | | | | **$1,909** 2 | | **$1,707** 9 | | | | | | **$1,750** 2 | | | | | | | **$1,573** 2 | **$2,083** 2 | | **$1,534** 6<br>**$1,200** 1 | **$1,588** 4<br>**$1,334** 3 |
| **BACHELOR'S SUMMARY** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Nontechnical Curricula** | **$2,040** 5443<br>$2,333<br>$1,791 | **$1,542** 103<br>$2,000<br>$1,083 | **$1,853** 1123<br>$2,416<br>$1,484 | **$1,841** 228<br>$2,300<br>$1,333 | **$2,162** 271<br>$2,750<br>$1,625 | **$2,007** 516<br>$2,583<br>$1,400 | **$1,518** 171<br>$1,750<br>$1,170 | **$1,804** 692<br>$2,166<br>$1,500 | **$1,660** 1865<br>$2,083<br>$1,300 | **$1,662** 110<br>$2,062<br>$1,250 | **$1,846** 45<br>$2,300<br>$1,250 | **$1,586** 182<br>$1,833<br>$1,300 | **$1,855** 149<br>$2,300<br>$1,333 | **$1,961** 114<br>$2,290<br>$1,621 | **$1,707** 736<br>$2,200<br>$1,125 | **$1,976** 155<br>$2,250<br>$1,666 | **$1,767** 32<br>$2,042<br>$1,550 | **$1,971** 155<br>$2,375<br>$1,542 | **$1,847** 90<br>$2,200<br>$1,458 | **$2,051** 287<br>$2,375<br>$1,800 | **$2,010** 331<br>$2,500<br>$1,625 | **$1,967** 358<br>$2,300<br>$1,666 | **$1,990** 373<br>$2,333<br>$1,625 | **$1,910** 164<br>$2,208<br>$1,500 | **$1,890** 47<br>$2,167<br>$1,625 | **$2,029** 477<br>$2,255<br>$1,875 | **$2,016** 108<br>$2,250<br>$1,667 | **$1,869** 80<br>$2,233<br>$1,500 | **$1,942** 26<br>$2,200<br>$1,666 | **$1,543** 91<br>$2,000<br>$1,000 | **$1,763** 192<br>$2,200<br>$1,260 | **$1,437** 112<br>$2,000<br>$1,000 | **$1,573** 276<br>$1,833<br>$1,260 | **$1,630** 255<br>$2,083<br>$1,250 |
| **Technical Curricula** | **$2,320** 409<br>$2,583<br>$2,042 | **$1,889** 3 | **$2,043** 101<br>$2,417<br>$1,625 | **$2,317** 348<br>$2,750<br>$1,800 | **$2,312** 562<br>$2,658<br>$2,000 | **$2,416** 102<br>$2,708<br>$1,875 | **$1,594** 10 | **$2,249** 221<br>$2,625<br>$1,775 | **$2,107** 108<br>$2,916<br>$1,416 | **$2,348** 34<br>$2,675<br>$1,800 | **$2,391** 238<br>$2,717<br>$1,958 | **$1,776** 11 | **$2,124** 99<br>$2,600<br>$1,782 | **$2,468** 589<br>$2,667<br>$2,223 | **$2,435** 404<br>$2,717<br>$2,000 | **$2,430** 2253<br>$2,643<br>$2,232 | **$1,716** 109<br>$2,458<br>$1,200 | **$2,418** 986<br>$2,625<br>$2,150 | **$2,253** 747<br>$2,583<br>$1,920 | **$2,543** 1424<br>$2,720<br>$2,300 | **$2,499** 1287<br>$2,700<br>$2,250 | **$2,466** 2725<br>$2,667<br>$2,250 | **$2,417** 308<br>$2,708<br>$1,833 | **$2,476** 299<br>$2,667<br>$2,209 | **$2,430** 385<br>$2,600<br>$2,200 | **$2,579** 1237<br>$2,800<br>$2,250 | **$2,407** 140<br>$2,650<br>$2,083 | **$2,392** 77<br>$2,625<br>$2,083 | **$2,519** 124<br>$2,650<br>$2,200 | **$1,788** 58<br>$2,508<br>$1,144 | **$2,212** 602<br>$3,083<br>$1,575 | **$1,621** 34<br>$2,150<br>$1,100 | **$1,977** 780<br>$2,385<br>$1,600 | **$2,071** 537<br>$2,500<br>$1,781 |
| **MASTER'S DEGREE - INEXPERIENCED** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **MBA — Nontechnical Undergraduate Degree** | **$2,518** 186<br>$3,141<br>$2,000 | **$2,445** 11 | **$3,083** 158<br>$4,332<br>$2,083 | **$2,948** 18 | **$3,015** 48<br>$4,167<br>$2,083 | **$3,248** 43<br>$4,583<br>$1,750 | **$2,577** 4 | **$2,346** 16 | **$2,434** 22<br>$3,250<br>$1,700 | **$2,813** 2 | **$2,093** 6 | **$1,583** 1 | **$2,620** 18 | **$2,697** 16 | **$2,726** 53<br>$3,666<br>$2,000 | **$2,380** 14 | **$2,837** 3 | **$2,869** 25<br>$3,277<br>$2,500 | **$2,163** 5 | **$3,040** 39<br>$3,750<br>$2,333 | **$3,002** 39<br>$3,458<br>$2,416 | **$2,714** 35<br>$3,333<br>$2,000 | **$3,164** 45<br>$3,833<br>$2,375 | **$2,801** 16 | **$2,610** 5 | **$2,543** 28<br>$2,945<br>$1,958 | **$2,753** 9 | **$2,922** 3 | **$2,050** 2 | **$2,380** 5 | **$2,800** 18 | **$2,359** 2 | **$2,136** 7 | **$2,264** 12 |
| **MBA — Technical Undergraduate Degree** | **$2,639** 42<br>$3,208<br>$2,167 | **$3,333** 4 | **$3,246** 25<br>$4,333<br>$2,166 | **$3,104** 9 | **$4,187** 32<br>$5,920<br>$2,400 | **$3,269** 7 | | **$2,946** 4 | **$3,333** 2 | | **$3,475** 1 | | **$3,000** 4 | **$3,036** 7 | **$2,895** 11 | **$2,907** 9 | | **$3,663** 15 | **$2,239** 2 | **$3,247** 42<br>$3,625<br>$2,750 | **$3,322** 17 | **$3,236** 21<br>$3,500<br>$2,666 | **$3,155** 6 | **$2,857** 8 | **$2,850** 2 | **$3,100** 17 | **$2,863** 4 | **$3,459** 2 | **$2,800** 1 | **$3,195** 2 | **$3,173** 4 | **$1,667** 1 | **$2,000** 1 | **$1,921** 1 |